

No 61,530

Labour agrees its election manifesto at record speed

The Labour Party took just over an hour to agree its manifesto, adopting the campaign document it published in March...

By Julian Haviland, Political Editor

The Labour Party's pre-election unity reached its zenith yesterday when the parliamentary leadership and the National Executive Committee (NEC) agreed in little more than an hour on the party manifesto...

Mr Roy Jenkins and Mr David Steel demanded equal broadcasting time for the SDP-Liberal Alliance during the campaign...

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IRA victim defied army rules

Sergeant Brian Purvis, whose wife was shot dead by the Provisional IRA at her mother's home in London...

Shift to right in Transvaal

The South African Government suffered a setback in four crucial by-elections in Transvaal, with the results underlining the continuing shift to the right of the white electorate...

Sakharov ban

Dr Andrei Sakharov, the Nobel Prize winner, cannot leave the Soviet Union, East said yesterday...

Roach decision

The inquest into the death of Colin Roach, the black youth who died of shotgun wounds in the entrance of a London police station...

Vienna coalition

The Socialists and the right-wing Freedom Party have reached agreement on a new Austrian Government...

Trade call

Steps for closer cooperation between the International Monetary Fund and other world agencies to liberalize trade were urged by representatives of leading Western nations...

French loan

France has applied for a 30 billion franc loan from the EEC to boost foreign exchange reserves...

Aga Khan sale

A magnificent collection of African art belonging to the Aga Khan's uncle and estimated to be worth £750,000, is to be sold at Sotheby's next month...

Leader page 15

Letters: On prisoners from Mr Martin Wright and Lord Hyton...

Today's Office, pages 17-22

A six-page Special Report covering design and new developments in office technology...

Books, page 11

Michael Ratcliffe reviews Ian Hamilton's biography of Robert Lowell...

Obituary, page 16

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Mrs Shirley Williams, SDP president, receives support from show business stars at a lunch at her party's headquarters in London yesterday.

Prisoners on run after van escape

Two men were at large in the south of England last night after escaping from a prison van on the way to Parkhurst prison on the Isle of Wight...

Police from Surrey, Hampshire and Sussex forces were searching for them with the aid of dogs and a helicopter...

At about 10.30, south of Liphook, Hampshire on the A3 a mock fight was staged by several of the men...

At the golf course, Mr Michael Standing, the head greenkeeper, was driving his buggy along the main road when he was overtaken by the prison van...

With the fighting continuing, the driver stopped the van at the other side of the bridge and a further three prisoners escaped...

Of the first group of escapees, one was recaptured after attempting to board a train to London...

Mr David Thorne, the booking clerk at Liphook station, said: "He had commandeered a Post Office van and ordered the driver to get to the station as quickly as possible..."

Mr Thorne said the prisoner was "nearly dressed in a blue suit" but added that "he looked a bit rough because he had a burn on his right cheek and a scar on his left cheek"...

After waiting on the platform for 25 minutes, the prisoner was arrested by a uniformed policeman about a minute before the train arrived...

Mr Thorne said the prisoner was "nearly dressed in a blue suit" but added that "he looked a bit rough because he had a burn on his right cheek and a scar on his left cheek"...

Reports that three of the escaped prisoners were in plain clothes were denied last night by the Home Office...

Two other prisoners who jumped out of the moving van persuaded a motorist to give them a lift to Guildford hospital, after saying they had been involved in an accident...

Passing several police cars racing in the other direction, the fugitives arrived at the hospital where one was reported to have eye, face and ear injuries...

Guidance issued to the church yesterday specifies that scarlet should be reserved for royal chaplains and other clergy connected with the Royal Household...

The investigation was backed by the union's left-wing executive which also guaranteed that there would be no pay cuts for those officials currently working for the union.

Full-time union officials strike

From David Felton Labour Correspondent

Full-time union officials will walk out on strike today and halt their union conference after delegates voted overwhelmingly for an investigation which could lead to cuts in their pay...

The decision by the full-time officials to go on strike was proposed at a lunch-time meeting yesterday by Mr Alastair Graham, the union's general secretary...

The conference of the Civil and Public Services Association agreed the investigation by a 2-1 majority despite complaints that "if you pay peanuts, you get monkeys" from some delegates...

The strike will involve more than 200 members of the Association of Professional Executive Clerical and Computer Staffs (Apex) and is likely to last for 48 hours...

The investigation was backed by the union's left-wing executive which also guaranteed that there would be no pay cuts for those officials currently working for the union.

Affiliation ballot, page 2

Use of royal scarlet reclaimed

By Clifford Longley Religious Affairs Correspondent

In deference to the wishes of the Queen, the Church of England has been asked to phase out the use of scarlet vestments worn by chorists and servers...

Guidance issued to the church yesterday specifies that scarlet should be reserved for royal chaplains and other clergy connected with the Royal Household...

The Clerk of the Closet, the Right Rev John Bickersteth, who is the Bishop of Bath and Wells, has written to all bishops saying that scarlet vestments should be replaced with another colour as they wear out...

Other shades of red are permissible, but should be chosen to avoid clashing with those scarlet garments which were still in use...

The bishop suggests replacement vestments could be bought in pairs, so that the colour effect in churches would look more natural...

The adoption of the royal livery colour had happened "in all innocence", the bishop added. It first came to light when the Queen visited one of the cathedrals...

Second black found dead in Transvaal cell

From Michael Hornsby Johannesburg

A second black man died last week in the Durkiesdorp police station in south-eastern Transvaal, it was disclosed yesterday...

The dead man was identified by captain Nio Janke of the Eastern Transvaal police as Mr Zofania Sibanyoni, aged 33. He said that Mr Sibanyoni had been found dead in the police station kitchen on Wednesday night...

Captain Janke said that Mr Sibanyoni had been taken to the police station as "a suspect in a case of stock theft"...

The other dead man, Mr Timothy Muzana, who according to the police died in his cell on Tuesday last week had also been arrested for alleged stock theft.

Alliance demands TV parity

By Our Political Staff

Mr Roy Jenkins and Mr David Steel last night demanded equal broadcasting time for the SDP-Liberal Alliance during the general election campaign...

Supported by their chief whips, Mr John Roper and Mr Alpa Beith, the Alliance leaders went into a private meeting with the broadcasting authorities and Tory and Labour front-benchers to press for equal allocation of election broadcasts...

The Tories, led by Mr John Biffen, Leader of the Commons, and Mr Michael Jopling, the Chief Whip, and the Labour Party, represented by Mr John Silkin, Shadow Commons leader and Mr Michael Cook, Opposition Chief Whip, were determined to resist the demand...

The broadcasting authorities, represented by Mr Abasdir Milne, Director-General of the BBC, and Mr John Whitney, Director-General of the IBA, had put forward a proposal that the broadcasts should be allocated on a ratio of 5:5:4...

Mr Arthur Lewis, Labour MP for Newham, North-West, who was ousted as his party's candidate by a left-winger, is to stand against him at the general election, the Press Association reports...

Yesterday Mr Lewis announced that he would be contesting the seat as the "Official Labour candidate for 38 years"...

Livingstone selection blocked by NEC

By Philip Webster, Political Reporter

The Labour Party yesterday effectively killed the hopes of Mr Kenneth Livingstone, leader of the Greater London Council, of becoming an MP next month, but it could face trouble from the local party which wanted him as its candidate...

Mr Livingstone, in an interview with The Times last night, described as "deplorable" the decision by Labour's national executive committee to select Mr Reginald Fresson, the sitting MP, as candidate for Brent, East...

However, the local party will tonight consider going ahead with its own selection procedure and taking the national executive committee to court...

Mr Livingstone has warned Mr Michael Foot, the party leader, and Mr James Mortimer, Labour's general secretary, that there is a real risk this will happen...

He said that he had no right to give the local party advice and would accept its decision. "They may decide that the way the NEC have twisted the rules so consistently gives them the chance to go to court", he said in a BBC radio interview...

Mr Fresson, a former Labour Housing Minister, has been under pressure in his local party throughout the present Parliament. He is opposed by a majority of his general management committee which backs Mr Livingstone...

But for a variety of reasons, including an NEC inquiry into activities in the local party and a separate complaint by Mr...

Bishops urge strict rules on embryo fertilization

By Clifford Longley, Religious Affairs Correspondent

The techniques of fertilizing embryos outside the mother's womb should be subject to strict limitations to prohibit experiments, a committee representing the Roman Catholic bishops of Great Britain has recommended to the Warnock inquiry into human fertilization...

The committee, under the Most Rev Thomas Winning, Archbishop of Glasgow, stated in its evidence, published today, that new medical procedures must not be allowed to undermine "the basic dignity of human beings"...

This could happen if fertilized embryos were treated as "mere means to an end," and not given the respect due to human beings. Although the committee envisages in vitro techniques...

Parker reports £174m BR loss

By Michael Bally Transport Editor

Sir Peter Parker, the British Rail chairman, yesterday reported to the nation a £174 million loss for the last year, but followed it up with good news. There are to be no further fare increases this year...

In addition to fare increases, such as manpower cuts and productivity improvements have increased dramatically British Rail's prospects. Investment is to be doubled over the next five years to £400m-£500m, he told a London press conference...

This would bring better commuter and rural trains, more punctual and reliable services, and more attractive stations. It would reverse the "rumbling edge of quality" to which he has constantly referred in his seven years' chairmanship...

Sir Peter declined to join Mr government to save the railways, BR was now well on the way to an assured future by its own efforts...

Advertisement for Charles Church featuring a large image of a church building and the text 'CHARLES CHURCH Quality homes of character Camberley (0276) 681661-2'

Advertisement for B.R. Losses Due to Strikes featuring a cartoon of a man with a large head and the text 'And the snow... and the wind... spinning on his heels... B.R. LOSSES DUE TO STRIKES'

Thatcher steps up the campaign with attack on unilateralism

By Anthony Bevins, Political Correspondent

The Prime Minister yesterday described the Soviet Union as the "sworn enemies" of the West...

like for people to have human rights which do not depend on government...

Union chiefs give £2m for poll campaign

Union leaders agreed yesterday to dig deep into their political funds to bankroll Labour's general election campaign...



Healey's Comet

5p TV licence shelved

The 5p television licence concession for about 43,000 physically disabled and mentally disordered people...

Brittan's pledge on tax

Mr Leon Brittan, Chief Secretary to the Treasury, said last night that an extra 300,000 people would be dragged into the higher income tax bands by Labour amendments...

Heseltine challenge to CND

The Campaign for Nuclear Disarmament should put up election candidates and see how much support it would get if it really wants credibility...

Pym picks chief for anti-disarmament

Mr Francis Pym, the Foreign Secretary, has appointed a senior diplomat to head the Foreign and Commonwealth Office's contribution to the Government's drive against the Campaign for Nuclear Disarmament...

50 clauses deleted from Finance Bill

The agreement between the Government and the Labour Front Bench on the Finance Bill deleted 50 clauses from the legislation...

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Civil servants face ballot on affiliation to Labour

Trade unions support for the Labour Party was given a fillip yesterday when the traditionally non-political Civil and Public Services Association...

Motorway defects bill settled

The running battle over defects in the Midlands linked motorways round Birmingham has been settled by agreement between the Department of Transport and seven contractors...

Underwater upheavals scar Scotland's locks

The calm waters of Scottish locks sometimes belie events underneath, according to two geologists. Their sonar images of the stiles and floors of a lock have revealed that underwater landslides are a much more common occurrence than was previously realised...

Magistrate not first to free killer rapist

Mr Ian Boyd, the Hull stipendiary magistrate criticized for releasing on bail John Rigglesworth, a rapist who killed a woman, disclosed yesterday that he had not previously refused the man bail six times, and had not caused his release, had renewed bail...

\$1m record breaker

A painting entitled "Two Women" by Willem de Kooning broke auction records for a painting by a living artist when it sold for \$1,210,000 (estimate \$800,000) or £775,641 at Christie's in New York on Tuesday night...

University plea

The proposed closure of the building technology department at Brunel University has been referred to Lord Hailsham of St Marylebone in his capacity as university visitor. He has been asked to rule that proper procedures have not been followed.

Girls 'packed barracks'

A soldier, one of the four accused of raping a schoolgirl aged 15 in a barrack-room in Northampton, told the Winchester Crown Court yesterday that every night paratroopers broke Army regulations by taking girls into their barracks in Aldershot...

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# Distribution of cinema films criticized by monopolies commission

By Christopher Warman, Arts Correspondent

The system of distributing and exhibiting films in British cinemas, which is largely carried out by two distributors and two exhibitors amounts to a monopoly which is against the public interest, according to a report by the Monopolies and Mergers Commission, published yesterday.

The commission found that a number of monopolies existed which favoured the distributors Columbia-EMI-Warner Distributors and United International Pictures (UIP), which have about 50 per cent of the market, and the exhibitors, EMI Cinemas and Rank Leisure, which between them take about 80 per cent of the market.

There was no comment from the companies last night, but film-makers said that the commission's conclusion was welcome if not unexpected, but probably too late.

Mr Lindsay Anderson, the film director, said the only surprising thing was that the monopoly had gone on so long without being confirmed. "It is a difficulty that we have all been trying to cope with. The effect of the choice for the release of films being in the hands of these two bodies has militated particularly against British films and their financing."

Short animated and documentary films had been especially badly done by because they were rejected in favour of travelogues, but many potential full-length films had never even been made because of the need to arrange the finance and distribution before shooting, he said.

"This report is almost too late. The two exercised a virtual monopoly which has been a very bad influence on the circulation of films and their monopoly of the two cinema chains has allowed the cinemas to be run down and become less attractive to audiences", Mr Anderson said.

The commission's report pointed to the monopolies existing through the practice of alignment, whereby distributors normally first offer their films to EMI or Rank in preference to other exhibitors, and through the practice of barring, which results from long-standing arrangements between exhibitors about which cinemas will show a film first.

The report concluded that the only effective remedy to the adverse effects of the system of alignment would be the reduction of a substantial number of EMI and Rank cinemas, but that this would not be practical. At present EMI operates 119 cinemas with 308 screens, while Rank has 89 cinemas with 223 screens.

Mr Jack Gold, another film-maker, said that his film *The Boy's Own* failed to get a national circuit showing.



Royal return: The Prince and Princess of Wales arriving at Heathrow airport yesterday after their 10-day holiday in the island of Eleuthera in the Bahamas. They looked sun-tanned and fully recovered from their gruelling six-week tour of Australia and New Zealand. The couple travelled first-class on the Boeing 747 from Miami as Mr and Mrs C Smith. The Princess, her hair bleached blonde by the sun, wore a simple dress. The couple shook hands with senior airport officials before being driven to a reunion with Prince William, who returned with his nursemaid at the end of the tour. (Photograph: John Voos).

# IRA kills wife of sergeant who broke visit rules

From A Correspondent, Belfast

An army sergeant whose wife was murdered by Provisional IRA gunmen in Londonderry on Tuesday night and who was himself seriously injured, as well as a sister-in-law, was in defiance of Ministry of Defence regulations by being at his mother-in-law's home.

Sergeant Brian Purvis, aged 33, who is stationed at Wimborne, Dorset had obtained army permission to accompany his Ulster-born wife Alice, who was aged 47, on a visit to her family, but only on the basis that he would stay with army friends at a military married quarters in Londonderry, whose address he had given.

But unknown to officers at the headquarters of the local 8 Infantry Brigade, who had approved his visit, he was staying with his in-laws on the Provisional IRA-dominated Gohnascale estate, where IRA graffiti adorn the walls and where the Provisionals murdered a young woman en route during the 1981 census.

Sergeant Purvis and his wife were watching television with his mother-in-law, Mrs Esther Kelly, aged 78, two of her other children at about 10.30pm on Tuesday when two masked IRA gunmen walked in. Pointing handguns at Sergeant Purvis, they ordered him out as his wife pushed one of them away and her younger sister, Mrs Nancy Wasson, jumped up to stand in front of the sergeant.

There was a scuffle during which two shots were fired, one by each gunman. One shot hit Mrs Purvis in the back and she died before reaching hospital. The other injured Sergeant Purvis in the elbow and chest and his sister-in-law in the hip.

After emergency surgery his condition was described yesterday as serious, but stable and Mrs Wasson was said to be satisfactory. Mrs Kelly, who has been bedridden since a stroke three years ago, was under heavy sedation.

The Provisional IRA yesterday admitted responsibility for the murder, but called it an accident. It said that after its men had ordered the soldier out, one had then been tackled by several women. In the ensuing scuffle a shot was accidentally discharged. The other man had then shot the daughters and three grand-

# Regular casuals win rights

The General Municipal and Plasterers Union's attempt to bring regularly employed casual workers in the catering trade within the scope of job security rights won backing from the Employment Appeal Tribunal in London yesterday.

The tribunal held that three wine waiters engaged on a regular casual basis by Trust House Forte were "employees" entitled to claim unfair dismissal redress.

But Mr Justice Browne-Wilkinson, the tribunal president emphasized: "We are not deciding that all casuals are employees either in the catering trade or elsewhere."

The three waiters concerned were among casual workers regularly called on in preference to others to wait at banquets at the company's Grosvenor House Hotel. They claimed that as they were expected to attend when called for functions, and the amount of work was extensive and repetitive, they were entitled to "employee" status.

The tribunal allowed an appeal by the three, backed by the union, against a London industrial tribunal decision blocking their claims on a preliminary legal point.

The industrial tribunal had held that the waiters were in business on their own account as independent contractors and were not entitled to redress under employment protection legislation.

Trust House Forte, which had resisted the appeal, was given leave to refer the ruling to the Court of Appeal.

Miss Tess Gill, the union's legal officer, said: "It justifies the stand the union has been taking in seeking to get regular casuals the protection of employee status. Today's decision opens up a wide range of rights for them."

The three waiters are Mr Harry Kelley, of Marylebone, London, Mr Thomas Pearman, of Cufley, Hertfordshire, and Mr Philip Florent, of Lambeth south, London.

Their claims are a test case for about 20 other waiters who have also filed unfair dismissal complaints against THF.

# When a customer can refuse to pay bills

By Frances Gibb, Legal Affairs Correspondent

Householders faced with a builder's bill for roof repairs which is twice the quotation because work has taken much longer than estimated are not obliged to pay, a *Which* report says today.

Under the Supply of Goods and Services Act, 1982, fully in force from July 4 this year, householders are entitled to reasonable standards of service, using suitable materials in a reasonable time, it says. "If you were given a precise quotation for the job then the firm should stick to that figure unless you had agreed further work along the way."

The law also, for example, protects people whose children knock over and break coffee jars at a supermarket against demands of payment. The parents are not obliged to pay if reasonable care has been taken to control the child.

In restaurants, diners are not obliged to pay value-added tax or a service charge if they have not been mentioned on the menu.

# Noise expert troubled by tattoo

From Our Correspondent Edinburgh

"A neighbour of Miss Elizabeth Webster, who is seeking a court order effectively banning the Edinburgh military tattoo, told the Court of Session yesterday that his household was reduced to silence when spectators began stamping their feet in time to music at the event.

"Mr Richard Matthews, the managing director of Andrew Antennas, a communications company, said he had written a thesis on acoustics. He had installed double glazing at his flat in Ramsay Gardens overlooking Edinburgh Castle esplanade, but the noise penetrated it.

"One way to avoid the noise is to go out. When they stamp their feet to the tunes it is impossible to talk even with the windows shut."

Mr Matthews was giving evidence at a hearing before Lord Stott, who has been asked by Miss Webster, a secretary aged 25, to grant an interdict banning the tattoo organisers from making preparations for and staging performances of the tattoo in such a manner as to create a noise nuisance.



Miss Webster: Seeking court order

# Snatched director tortured by gang

From Our Correspondent, Cambridge

Mr Patrick Miles, aged 48, a business man, was back with his family yesterday after being kidnapped, tortured, and drugged by an armed gang.

Mr Miles, of Carlton End, Bourn, Cambridgeshire, a company director whose firm supplies equipment to hospitals, was snatched at shotgun point at 8 am on Tuesday, the police said.

His green Renault 20 car was forced into the side of the A45 into Cambridge by a white van containing three men. One made him lie in the back of the van at the point of the gun. He was driven off with another member of the gang following in the Renault.

The police said he was taken to an old barn stalling of grain and containing old office furniture. In there the gang demanded information about his business and threatened, punched and tortured him.

He finally woke up in the back of his own car which had been parked on the edge of the village of Newton.

Det. Chief Supt Leo Bradley, head of Cambridge CID, said: "The man was missing for 11 hours. Just why the gang wanted information about his business is still a mystery."

# Payroll clerk 'sitting duck' for raiders

A clerk who was shot in the knee during a payroll robbery in north London was a sitting duck for robbers, a High Court judge said yesterday.

Mr Vinodrai Mehta's employers, Standard Telephones & Cables, should have taken precautions to protect him and other pay clerks from attack, Mr Justice Jupp said.

Instead they allowed Mr Mehta, aged 45, to cross a public road carrying pay packets worth a total of £1,800.

The judge found the firm guilty of negligence, which it had denied, and gave judgment for Mr Mehta, of Erskine Crescent, Ferry Lane, Tottenham, north London, who had sued the company claiming damages for his injuries.

The judge said that he would decide the amount to be awarded after completion of medical evidence today.

The robbery happened in April, 1977, at the firm's premises in Oakleigh Road, New Southgate.

# RSPCA turns £1.5m loss into surplus

The RSPCA has achieved a surplus of £465,000 compared with a loss of £1.5m the year before, according to its annual report published yesterday.

There were reductions in staff and other economies, but "income, which is derived largely from voluntary contributions, increased by 12.3 per cent."

The upheavals and public disputes within the RSPCA, which have captured the attention of the news media in recent years, has shaken only the composure of the society, the report said.

Financial cuts had not reduced the number of animals treated, the society said. Last year, the society treated more than 174,129 animals at its hospitals, clinics and welfare centres and destroyed 163,087 animals, almost 20,000 fewer than in 1981. New homes were found for 51,457 dogs and 41,764 cats. More than 37,000 cases of cruelty were investigated.

# Inquiry into consumers' lost cash

By Derek Harris, Commercial Editor

Cash deposits lost by consumers when companies cease trading are to be investigated by Sir Gordon Barrie, Director General of Fair Trading.

Sir Gordon said yesterday: "I am seriously concerned that many people are losing money, sometimes large sums, consisting of several years' savings, when businesses to which they have made advance payments cease trading."

How big the problem is has not been fully quantified but the Office of Fair Trading (OFT) has received a barrage of complaints, last year amounting to about 24,000.

Ways of tackling the problem will be reviewed. Among existing protection schemes are those covering some mail order advertising in newspapers and periodicals.

As part of Sir Gordon's investigation these mail order protection schemes, operated by five newspapers and periodical publishers, will be reviewed to see how effective they are.

Complaints to the OFT about how consumers have been upset to discover that a company to which they have paid money has gone out of business before delivery has been made, leaving little or no prospect of getting back their money.

Customers making prepayments because of ordinary unsecured creditors in a failed company, putting them at the back of the queue even if a receiver rescues any money for distribution among creditors.

The concern of such consumers is heightened when the failed trader sets up in business again later and disclaims any liability for the old company's debts, the OFT points out.

The investigation will attempt to establish not only the extent of the prepayment losses but the trading sectors in which losses happen most frequently.

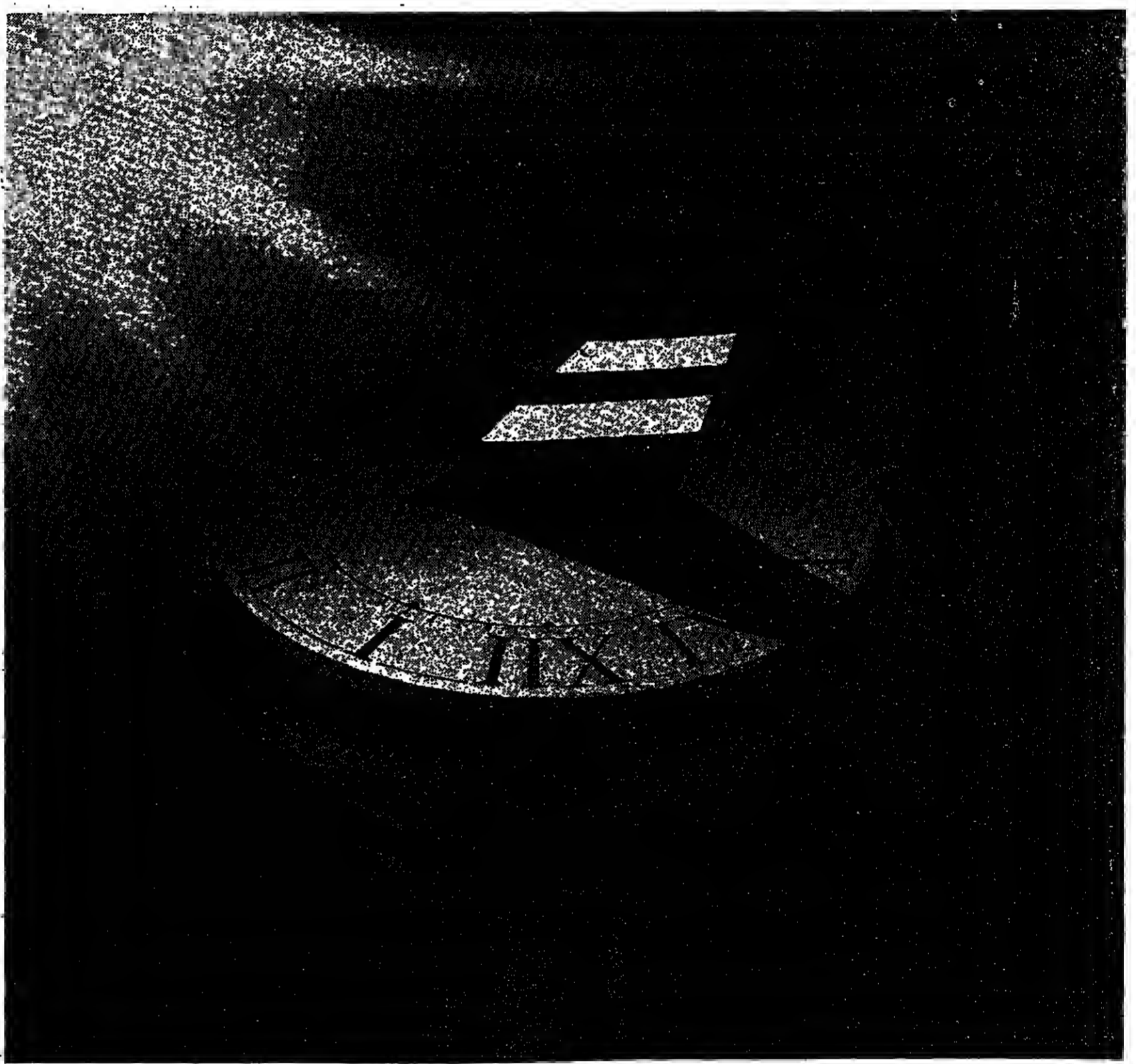
There are indications that sectors involved include home improvements, with builders' handiwork being common, and key purchases for the home such as furniture.

Some "cash with order" advertising is not covered by protection schemes, the OFT says. Not do those schemes cover direct mail to the home, newspapers, and periodicals.

The Coik report proposals for changes in existing insolvency law, if implemented, could alleviate the position to some extent, the OFT says. The proposals would introduce an element of personal liability on company directors and make it more difficult for them to start fresh companies.

But Sir Gordon says he will consider other possible remedies. Those could include a ban on prepayments and compulsory insurance by traders to protect prepayments. Another possibility is trust accounts into which prepayments would have to go and which would survive intact for the benefit of the consumer after a business was wound up.

Evidence or comments to help the investigation should go by July 4 to the Office of Fair Trading, Consumer Affairs Division, Room 114, Field House, Breams Buildings, London EC4A 1PE.



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As timetables go, ours is certainly memorable. Every day of the year at 11am, a Cathay Pacific 747 leaves Gatwick for the East. Those passengers who leave us in Bahrain do so in time for dinner and a good night's rest. Those who stay with us right through to Hong Kong enjoy the standards of service and comfort which prompted a leading travel magazine to vote us 'Best Airline to the Far East'. For some, of course, Hong Kong is only the beginning. For every week, one hundred and forty Cathay Pacific flights leave Kai Tak airport for a total of twenty-one Far Eastern destinations. See your travel agent or call us on 01-930 7878 for full details of our daily service to Bahrain and Hong Kong. But don't expect us to send you our timetable. You're looking at it.

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ELECTION JUNE 83 Why there are fewer marginals ● Bills that should survive ● Focus on Bristol East

How boundary changes have doubled the handicap for Labour

By Julian Haviland, Political Editor

The degree to which the Conservatives will benefit from changes in the electoral map is shown in detail in a guide to the new constituencies published today. It shows that Labour has been twice handicapped by the boundary revision. These have given the Conservatives 21 extra seats and taken nine from Labour, as already noted, but they have also reduced the number of potential gains for the challenger party by reducing the number of potential gains for the challenger party by reducing the number of marginal and highly marginal seats.

Tables show how each new constituency has been built up and each old one dispersed. For the broadcasters the special value of the model is that it allocates each new seat to the party which would have been in possession and so they can, on election night, record the familiar flow of gains and losses. It shows precisely the scale of the task ahead of Labour. As Professor Ivor Crewe of Essex University points out in its introduction, the Conservatives would in 1979 have had an overall majority of 71 on the new boundaries, instead of 44, and a majority over Labour of 101 instead of 71.

Labour, so that Labour has an equal share of the vote, the Conservatives will still have 16 more votes - 316 to Labour's 300 - and, assuming no increase in the other parties' total share, Mrs Margaret Thatcher would be able to continue in office, although heading a minority administration. Table 1 shows that for each 1 per cent swing an average of 13 seats would change hands between the Conservative and Labour parties. Table 2 shows that Labour must gain 50 seats from the Conservatives, on a 4 per cent swing, to become the largest party, but that it needs a 6 per cent swing to secure an overall majority large enough to be sure of a full five-year term in government. Table 3 shows equally vividly the height of the fence which the SDP/Liberal Alliance would have to clear to make its presence felt in the new Commons.

Insurance net for candidates

By Frances Gibb, Legal Affairs Correspondent

Election candidates can protect themselves from legal actions under the Representation of the People Act, 1983, under a new kind of insurance policy launched today. For £55 candidates can take out insurance against the costs of defending charges of illegal practices in their election expenses, which can lead to the loss of a seat and a ban on being elected for five years. The policy, details of which are being sent to an estimated 7,500 prospective candidates, has been devised in the wake of the case of Mr Adrian Slade, a Liberal candidate in the local council elections in Richmond in 1981. Because of an action mounted by his unsuccessful Conservative opponent, Mr Slade and his agent were faced with a legal bill of almost £50,000. Their offence was to have overspent their election budget by 66p and to have wrongly completed their return of election expenses. In the end only one of the 15 charges, such as failing to return a charge for the purchase of 200 garden stakes and poster boards, stuck. But the court ordered Mr Slade to pay most of the Conservatives' costs as well as his own. He costs are still in dispute. Mr Brian Raincock, managing director of Legal Benefits, which has launched the scheme, said: "Candidates and their agents, particularly in marginal seats, are extremely vulnerable to legal actions over what might be a tiny mistake. Yet the penalty for the individual is extremely heavy." Under the policy, which is being recommended by Conservatives and the Social Democratic Party, candidates and their agents are covered for any one claim within two years for up to £50,000.



Mr Adrian Slade: Warning to others.

Bills expected to beat the deadline

By Philip Webster, Political Reporter

Legislation giving more security to residents in mobile homes, providing for some social security benefits increases to be calculated by reference to past rather than forecast movements in prices, and establishing a new commission for ancient monuments and historic buildings should survive the decision to call a general election on June 9. Facing unfeasible difficulties the Mobile Homes Bill, National Heritage Bill, and the Social Security and Housing Benefits Bill will receive the Royal Assent before the dissolution tomorrow, with the tacit cooperation of the Opposition. The Mobile Homes Bill establishes a duty on site owners to offer agreements to occupiers to enforce the duty and challenge the terms of the agreements offered. The National Heritage Bill establishes boards of trustees of the Victoria & Albert Museum, the Science Museum, the Armouries and the Royal Botanic Gardens at Kew, London. The other legislation which will be saved is The Dentists Bill, which increases the number of members elected by dentists to the General Dental Council; the Health and Social Services and Social Security Adjudications Bill; the Miscellaneous Financial Provisions Bill; the Education (Fees and Awards) Bill; the Local Authorities (Expenditure Powers) Bill; the County Courts (Penalty for Contempt) Bill; the Importation of Milk Bill; the Mental Health (Amendment) (Scotland) Bill; the Copyright (Amendment) Bill; the Charities Bill; the Solvent Abuse (Scotland) Bill; the Local Authorities (Expenditure Powers) Bill; the Agricultural Holdings (Amendment) (Scotland) Bill; the Diseases of Fish Bill; the Prohibition of Female Circumcision Bill; the Marriage Bill; the Consolidated Fund Appropriation Bill, and motions on the Northern Ireland Act, 1974 (Interim Period Extension) Order and the Northern Ireland (Emergency Provisions) Act 1978, (Continuance) Order. A bitter split in the Liberal-SDP Alliance has emerged in Gloucester. Although the Alliance has decided nationally that an SDP man, Michael Golder, a travel firm executive, should oppose Mrs Sally Oppenheim, the Conservative, Gloucester Liberals want Mr David Halford, aged 39, their candidate in the past three general elections, to take his place.

Alliance row

A bitter split in the Liberal-SDP Alliance has emerged in Gloucester. Although the Alliance has decided nationally that an SDP man, Michael Golder, a travel firm executive, should oppose Mrs Sally Oppenheim, the Conservative, Gloucester Liberals want Mr David Halford, aged 39, their candidate in the past three general elections, to take his place.

Table 1: How swings of votes will translate into seats

Table with columns: Lab to C %, C, Lab, Lib, SNP/PC, Overall majority, Maj over next largest party. Rows show vote percentages and corresponding seat changes.

Changes of party control in a seat since 1979 through a by-election or defection have been ignored.

Table 2: The hurdles Labour must clear

Table with columns: Required turnover of seats, Required swing from C to Lab%, Required swing from C to 2nd party in seat%. Rows show scenarios for C loss and Lab gain.

Changes of party control in a seat since 1979 through a by-election or defection have been ignored.

Table 3: How an Alliance advance would hurt the Conservatives (assuming votes taken equally from Labour and Tories)

Table with columns: Election result (seats), SDP/Lib % share of vote, C, Lab, Lib/SDP, Others, Overall Maj, C/maj over Lab. Rows show various vote distributions.

\* Includes the Speaker.

Benn's tough task

Constituency profile: Bristol East

Mr Wedgwood Benn, having come through his first battle by securing a new constituency, at the second attempt, now faces an even tougher task - winning the marginal seat. He has conceded that it will require extremely hard work to gain a thirteenth parliamentary victory. Mr Benn, aged 58 and a Bristol MP for 32 years, believes Bristol, East, ought to return a Labour MP in good times and bad, but if that was true a decade ago it may not be so now.

Conservative opponent, who has never fought a parliamentary contest, believes party officials who say he is about to make a name for himself as the man who beat Mr Benn. Few early signs appear to favour Mr Benn whose constituency of Bristol, South East, disappears under boundary changes. He was rejected as Labour candidate for the much safer Bristol, South, and won selection for Bristol, East, only days after Labour lost overall control of the city council. He arrived to find confident Conservatives and Liberals, who had built a small but flourishing nest in the heart of his new seat. City council elections in wards in Bristol, East, gave the Conservatives 11,579 votes, Labour 11,131 and Liberals 6,143, a Tory majority of 448. Labour's hold on five wards was reduced to two and the Liberals took two "Labour" seats which Peter Tyrer, their parliamentary candidate, believes is a solid base for a strong vote. Mr Sayeed, aged 35, a shipping and insurance consultant whose grandfather was Indian, previously contested two London Council elections and lost, but he said he will win Bristol, East. Mr Tyrer, aged 36, and Oxford area organizer and member of CND, cut his teeth on Liberal politics in Liverpool. He said: "If the Alliance takes off we can do spectacularly well. It is the sort of inner-city seat we can develop and win if we do not do it this time."

One of his biggest difficulties could be the upward social mobility of the local population. About 66 per cent of the electorate are owner-occupiers and only 25 per cent are local authority tenants. Many of the Edwardian terrace houses have been bought by first-time buyers paying between £14,000 and £20,000, and whose political allegiances may well differ from those of their parents. Mr Jonathan Sayeed, 22

Craig Seton

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# Government battered in Transvaal by-elections as electorate shifts right

From Michael Hornsby, Johannesburg



Andries Treurnicht: A sweeping victory

To the relief of the South African Government, Mr Fanie Botha, the Minister of Manpower and one of the most senior reformist figures in the Cabinet, managed to hang on to his Soutpansberg constituency in the north of Transvaal in Tuesday's by-election in a straight fight with Mr Tom Langley of the extreme right-wing Conservative Party. It was one of four crucial by-elections held on Tuesday, all in Transvaal.

The Co-operative Party was formed only a little over a year ago, when Dr Andries Treurnicht, a former Cabinet minister and 16 other Government MPs were expelled from the ruling National Party.

Mr Botha had a narrow escape, winning by a majority of only 621 votes compared with the majority of 3,467 he had at the last general election in 1981 over two smaller right-wing groups. One of these has since merged with the Co-operatives. The other, the Herstigte Nasionale Party (HNP), agreed not to field a candidate this time. The Nationalists' share of the vote slumped to 52.7 per cent from 63.4 per cent in 1981.

The far-right's biggest coup was Dr Treurnicht's sweeping victory in the Waterberg constituency, where the Conservatives garnered 46.9 per cent of the vote compared with the Nationalists' 31.4 per cent. The Waterberg swing had been repeated in Soutpansberg, Mr Botha would have lost.

The Government regained the affluent, upper middle-class Waterkloof constituency in Pretoria, which had been

The girl asks: "Granny what is a vote?" Otherwise the paper did not devote a single line to coverage of the elections.

The Government has been badly wounded, but not as grievously as it at one time feared, by the results of the four by-elections which show a continuing, strong, rightward shift in the country's all-white politics.

The by-elections are seen here as a mini-plebiscite on the Government's controversial constitutional reforms, which had their first reading in the House of Assembly in Cape Town last week. The Government has promised to submit them to a full-scale white referendum before they are implemented.

The Government's aim is to set up a new, racially segregated, tri-cameral Parliament for the country's 4.6 million whites, 2.7 million Coloureds and 850,000 Indians, but to retain overall control in white hands through a complex veto mechanism and a powerful executive presidency that would replace the present Westminster-type constitutional model.

Although he put a bold face on the results, Mr P W Botha, the Prime Minister and leader of the National Party, acknowledged that the Government's once monolithic Afrikaner base was now deeply fissured. He promised to make an "in-depth study of the deep division of the voters" and to evaluate thoroughly the implications.

Throughout the election campaign, the constitutional reforms were denounced by far-right parties as heralding the end of undivided white supremacy, while the liberal Progressive Federal Party, at present the main opposition, castigated them as cosmetic and fraudulent.

The main blow to the Government is the psychological one of suffering in Waterberg its first loss of a parliamentary seat to a party to its right since it came to power in 1948.



True art: French artist César (front) taking a hand in the destruction of 6,357 counterfeit Cartier watches in Paris. He intends to make a sculpture out of the smashed fakes.

# Doubts in Israel Peres pours scorn on Lebanon pact

From Christopher Walker, Jerusalem

Mr Shimon Peres, leader of Israel's main opposition Labour Party, launched yesterday a scathing attack on the terms of the recently negotiated troop withdrawal agreement with Lebanon and called on the Begin Government to set a firm deadline for Syrian compliance with the scheme.

Speaking on a day when it was announced that five more Israeli soldiers were sentenced to up to 35 days' imprisonment for refusing to serve in Lebanon, Mr Peres suggested June 6, first anniversary of the war, as the deadline for Syrian acquiescence. If it was not forthcoming, he demanded that Israel should withdraw its men to "areas vital to its security".

Mr Peres was replying to Mr Yitzhak Shamir, the Foreign Minister, who sought Knesset approval for the pact. A final vote is to be taken on Monday. It became clear during the debate that, as well as Labour opposition, the Government will also face defections from the extreme right-wing Tzohar Party.

Mr Shamir said the agreement negotiated by Mr George Shultz, the US Secretary of State, would "be considered suspended" if there was not complete withdrawal of all Syrian and Palestinian forces from Lebanon, as well as the return of all Israeli prisoners and the bodies of those killed in action.

He explained that suspension would give Israel freedom to "act as it sees fit and according

to its interests". This was taken to imply a unilateral withdrawal to a new defence line, some 27 miles north of the Israeli border and the effective partition of Lebanon.

Diplomatic observers noted that the efforts of the Israeli Government to "sell" the agreement domestically made it even less likely it would prove acceptable to Damascus.

Mr Peres's attack was seen in the press gallery as proof that the Labour hierarchy regards the war and its unhappy aftermath as the central issue in the next Israeli election. The Labour leader said that even ministers in the Cabinet were now saying that, if they had foreseen the outcome, they would not have supported the war.

He added that even Mr Ariel Sharon, the former Defence Minister and chief architect of the conflict, had said that the draft agreement would not suffice to guarantee the security of Israel's northern border.

Mr Peres claimed that the security arrangements planned for south Lebanon were worse than those in force before "Operation Peace in Galilee" of which after 335 days there was no end in sight.

Israeli scepticism about the agreement with Lebanon has not been restricted to politicians. There have been a number of attacks in the press, including a biting satirical article in the leading newspaper *Haaretz*.

# Stern to hand over fake diaries

Bonn (Reuters) - Stern, the West German magazine, said yesterday that it would hand over the fake Hitler diaries to a Hamburg public prosecutor this week.

Herr Günter Witke, the public prosecutor said that the authorities were investigating the man calling himself either Konrad Fischer of Konrad Kujan, who was named as the supplier of the diaries by Herr Gerd Heidemann, the Stern journalist. Herr Heidemann has been dismissed and faces a fraud suit from his former employer.

Herr Fischer/Kujan has disappeared. A Stuttgart prosecutor went to his barrister corner shop, called Militaria, yesterday but he said he had no search of arrest warrant.

# Num refuses to obey Vatican

Lansing, Michigan (AP) - The nun who heads Michigan's welfare department has decided to stay in her job, despite Vatican pressure on her to resign because of her department pays for abortions.

Sister Agnes Mary Mansour said she had instead requested "with deep regret" a dispensation from her vows as a Sister of Mercy.

# Topless protest at 'Macbeth'

Memphis, Tennessee (AP) - About 20 men and women, stripped to the waist and sat quietly during a nude scene in the Metropolitan Opera's production of *Macbeth* in a protest over an ordinance banning topless dancing.

One of the protesters said he organized the demonstration when he learned that one of the witches in *Macbeth* would dance nude but not be arrested. None of the protesters was arrested.

# L-driver dies

Lohr, West Germany (AP) - A 17-year-old girl, who had just passed her driving test, died in a head-on crash that also killed three of her friends and seriously injured two other people. She was out due to receive her licence until her eighteenth birthday.

# Café blaze

Paris (AP) - Fire investigators are attempting to find the cause of a blaze that forced the evacuation of 300 diners at the Café de la Paix. There were no injuries but the restaurant will be closed for some days.

# Mussolini link

Como (AP) - Davide Barbieri, the resistance fighter who foiled Mussolini's attempted escape from Italy in 1945, has died here, aged 86. Barbieri and his men blocked a road, forcing the German convoy escorting Mussolini to stop and leading to the dictator's arrest.

# £780m olive-branch to Britain

From Ian Murray, Brussels

New job-creating policies for the European Community would be given an extra £780m, according to the preliminary draft budget for 1984 put forward yesterday by the Commission. But spending that extra amount of money, mainly to try to satisfy British demands, would all but bankrupt the EEC.

The budget is very careful to ignore any mention of Britain, though it is blatantly obvious that meeting British grievances has been a big factor in drawing up the figures.

In an explanatory note to the budget, the Commission says that "supplementary measures are no longer an appropriate way of dealing with the problem. Rather there needs to be a special reinforcement of Community policies of particular interest to the United Kingdom."

This has meant substantial increases are proposed for so-called "new policies", which would largely be administered through the social and regional funds.

The Commission would expect that the bulk of this extra money would go to Britain, disguised as a Community policy covering a particular project designated by the Council of Ministers.

This is a device to placate the European Parliament, which last year threw out a supplementary budget for a British rebate on the ground that this was not money spent on the Community.

It means the Council of Ministers has now been passed the buck and must decide how much money Britain should receive for 1983, and the Council is notoriously slow to agree on this kind of package.

Mrs Thatcher has made it clear she expects a figure to be agreed by the time the European summit is held in Stuttgart on June 6, so that the Commission can write it into its draft budget in July.

How much of the extra £780m for new policies Britain would receive is bound to be the subject of intense argument. France may be expected to soften its traditionally hard opposition, as it is asking the Community for a £2,400m loan and will therefore be seeking to win support.

Mr Christopher Tugendhat, the Budget Commissioner, said yesterday that Britain would have to accept the need for an increase in the permitted size of the EEC budget, if it was ever to see a fairer balance between its payments to, and receipts from, the Community.

# Diplomatic coup for Samantha

From Christopher Thomas, New York

Mr Yuri Andropov has obviously been brushing up on the art of international public relations. The Soviet leader, who wrote a delightful letter on the nuclear arms race to a little girl in the small town of Augusta, Maine, has followed it with an invitation to her to visit the Soviet Union this summer.

Samantha Smith, aged 10, has become a national figure since receiving the letter in reply to one she wrote expressing concern about the arms race.

She has conducted herself magnificently on nationwide television programmes and in newspaper interviews.

She went recently to the State House in Augusta to meet Governor Joseph Bradley and to speak to the House and the Senate.

She said yesterday that she was looking forward to the trip. "I hope to meet Mr Andropov," she added. "I plan to go with my parents."

Mr Gerard Conley, president of the state Senate, said Samantha had accomplished one of the greatest diplomatic coups in recent history. "She established communications between the United States and the Soviet Union based on honesty and trust."

# Muldoon backs monetary reform

By Richard Dowling

At a lunch with Mrs Margaret Thatcher at 10 Downing Street yesterday Mr Robert Muldoon, the New Zealand Prime Minister, explained in detail proposals for a new "Bretton Woods" conference to reform the international monetary system. He said he hoped the matter would be raised at the Williamsburg summit due to take place in the United States shortly.

The three most important

countries in the Organization for Economic Cooperation and Development - the United States, Britain and West Germany - remained unconvinced of the need for such a meeting. He said Mr Yasuhiro Nakasone, Prime Minister of Japan, had written to him to say that while he had certain reservations about the scheme he hoped to raise it at the Williamsburg summit.

At a press conference in

London yesterday, Mr Muldoon criticized press coverage of the recent tour of New Zealand by the Prince and Princess of Wales, in particular a report in *The Sun* and *The Times* which claimed he was using the royal tour for his own political purposes.

He called one journalist who had accused him of trying to steal the limelight a "cat burg" and said he had made up the story.

# Nkomo daughter takes drugs overdose

From Stephen Taylor, Harare

A daughter of Mr Joshua Nkomo, the Zimbabwe opposition leader in exile in Britain, attempted suicide at the weekend by taking a drug overdose.

Mrs Johanna Nkomo, wife of Mr Nkomo and mother of Thandiwe, aged 27, said by telephone from Bulawayo that her daughter had tried to kill herself because she was distraught over the continuing detention without trial of her husband, Mr John Ndllovu.

For the past few weeks, Mrs Nkomo said, her daughter was "always crying, refusing to eat". Last Saturday, she added, Thandiwe was rushed to Bulawayo central hospital after a crying fit and the discovery in her bedroom of an empty bottle of sleeping tablets.

Mrs Nkomo said her daughter had not been allowed to see Mr Ndllovu in detention. The couple were married on January 7, amid lavish celebrations.

Since the suicide attempt, a government official had visited the Nkomo home in the suburb of Pelandaba, and said that, with immediate effect, Mrs Ndllovu would be allowed to visit her husband.

Mrs Nkomo said she had telephoned her husband in London with the news on Sunday, but denied reports that he has told her he would return to Zimbabwe immediately.

LONDON: An aide confirmed last night that Mr Nkomo has been told of his daughter's illness. Henry Stanhope writes. Speaking from the flat off the Edgware Road where the Zanu leader has been living for the last four weeks, he added that he knew nothing of any plans for Mr Nkomo's imminent return.

# Lusaka court told of beatings in death cells

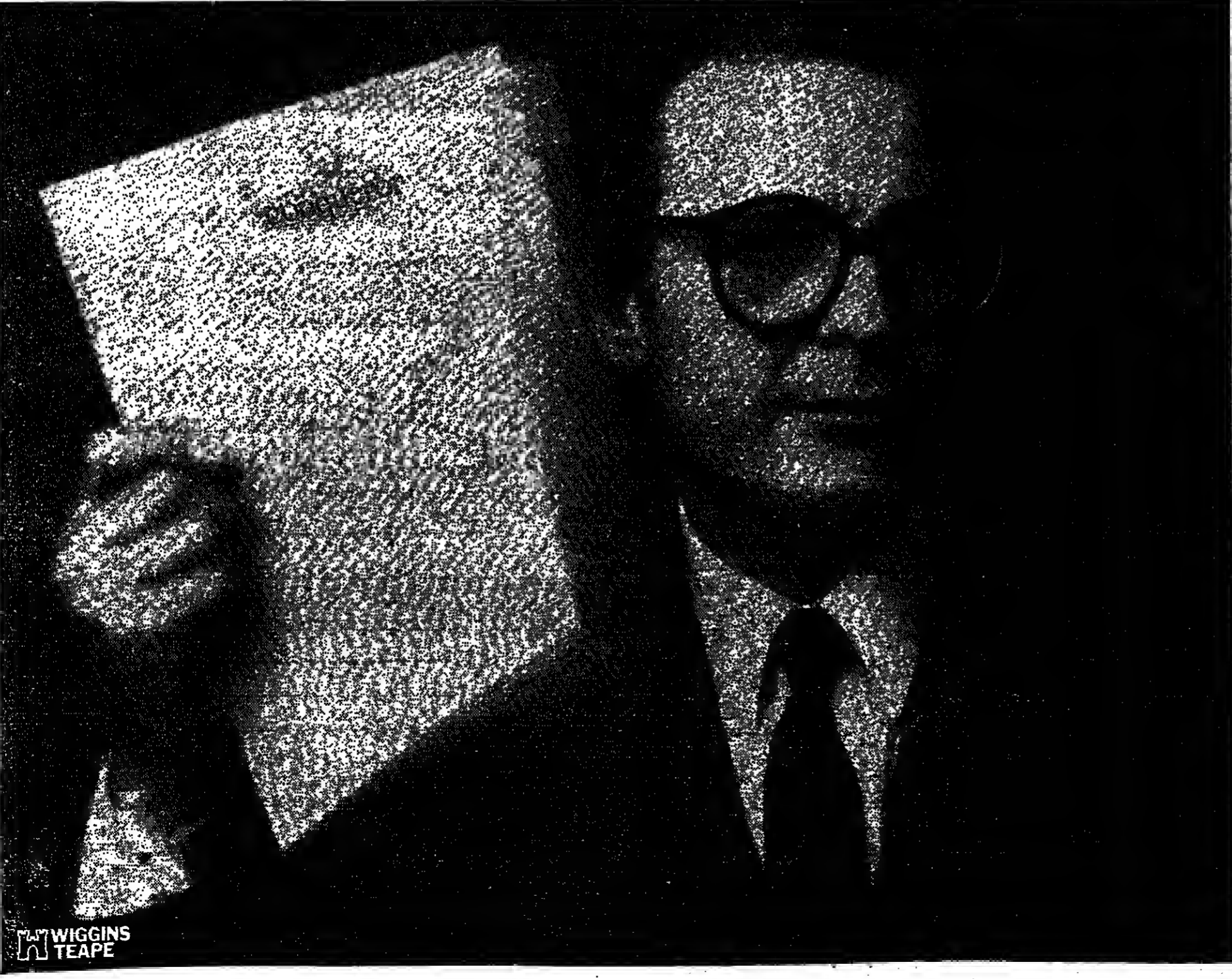
Lusaka (AFP) - Six men

condemned to death for treason have told a Zambian court that they are being beaten, denied timely medical care and fed badly by warders.

The six attended on Tuesday a hearing of their petition for relief before the Lusaka High Court.

The men include three Zambians: Mr Edward Skamwani, former High Court Commissioner; Mr Valentine Masakanya, former governor of the central bank and Mr Goodwin Mumba, former manager of a finance company, and three Zaireans.

They, as well as a fourth Zairean, were sentenced to hang in January after a trial lasting nearly two years in which the prosecution said they were involved in a plot to overthrow President Kaunda in 1980.



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# Labour Party official had link with KGB man, Hawke says

From Tony Duboulin, Melbourne

Mr Bob Hawke, the Prime Minister, last night named Mr David Combe, the former National Secretary of the Australian Labour Party, as having links with Mr Valery Ivanov, a First Secretary at the Soviet Embassy in Canberra, who was expelled from Australia on April 22 as an agent of the KGB, the Soviet intelligence service. The revelation has shaken the new Labour Government.



The Prime Minister said that the deliberate cultivation by Mr Ivanov of the relationship with Mr Combe, now a lobbyist in Canberra, and the stage that it had reached on Labour's assumption to office was one of the reasons, but not the only one, which led to the Government's decision to expel Mr Ivanov.

Mr Combe spent much of yesterday afternoon with Mr Gareth Evans, the Federal Attorney-General, and officers of the Australian Security Intelligence Organisation (ASIO), including the Director-General. In those discussions Mr Combe gave details of his professional activities as a lobbyist and his past relationships with the Soviet Union and the Soviet Embassy. Earlier, it had been revealed that Mr Hawke had banned Labour ministers from having any contact with Mr Combe in his capacity as a lobbyist. Mr

Mr Valery Ivanov: Expelled from Australia last month. Combe was National Secretary of the Labour Party for eight years until his retirement in 1981, since when he has become one of Canberra's best-known lobbyists.

Demands for Mr Combe's services have increased sharply since the election of the Labour Government in March. He is one of the few lobbyists in Canberra with an intimate knowledge of how the Labour Government works and the personalities involved.

Mr Hawke said last night that the Government believed Mr Combe had committed no criminal offence and that there was no foundation for any allegations that he was a Soviet spy. The statement in Parliament came after demands from the opposition that the Government name the senior Labour Party person alleged to have had links with Mr Ivanov.

The Federal Cabinet was first told on April 26 in Adelaide, and the full ministry on May 2, that it was not appropriate for them to continue associating with Mr Combe as a lobbyist. The reason given then was that while ministers should be accessible it was not appropriate that a former party official, such as Mr Combe, should have any special advantages as a result of his previous status.

The decision was made then, and endorsed without question by both the Cabinet and the ministry, that Mr Combe should not have lobby relations with any ministers. Yesterday Mr Hawke made it clear that there was another consideration underlying that recommendation that was not raised at the two meetings but was discussed by the Cabinet subcommittee on national and international security. The subcommittee had considered the association between Mr Combe and Mr Ivanov.



## Lawyers' strike halts Seveso trial

Monza (AP) - A strike by lawyers here forced the postponement yesterday of the trial of five chemical company executives involved in Italy's worst environmental accident. Judge Cesare Di Nunzio announced the postponement and set next session for June 17. The five are charged with criminal negligence for the incident that sprayed highly

toxic dioxin over the town of Seveso, near Milan, in 1976.

About 100 people wearing gas masks and white overalls (shown above) marched outside the courthouse carrying mock drums of dioxin. It was one of a series of recent protests in Europe by environmental groups demanding to know the whereabouts of dioxin wastes shipped from the plant.

The lawyers called the strike to press the Government to provide more court staff to speed up proceedings.

The defendants - two Swiss, two West Germans and an Italian - were absent at the opening session on April 18 and did not show up in court yesterday either.

## Zia testing chances for Afghan peace

From Hasan Akhtar Islamabad

Mr Sahabzada Yaqub Khan, Pakistan's Foreign Minister, leaves here on Sunday for Peking to begin his rounds of talks with the governments of the five permanent members of the Security Council on the indirect negotiations between Islamabad and Kabul on Afghanistan under United Nations auspices.

It was announced here that the minister would be visiting Peking on Sunday and Monday and then go on to London, Paris, Washington and Moscow in the next few weeks. He will visit Saudi Arabia as well as meet Señor Pérez de Cuéllar, United Nations Secretary-General, in New York.

The announcement said that Mr Yaqub Khan's visits would be in connection with the Geneva talks on Afghanistan, the next round of which is due to begin on June 16.

General Zia ul-Haq, Pakistan's military ruler, has stated that he believed that involvement of the governments of the permanent members of the Security Council would be necessary for a lasting solution of the Afghan issue.

Although General Zia said recently that "moderately high hopes of an early settlement should not be attached to the current Geneva talks, diplomatic and political circles here regard the Foreign Minister's tour as crucial to the coming session.

## Workers seize university in Accra

ACCRA (AFP) - Members of the Accra-Tema Workers' Defence Committee have occupied Ghana University and intend turning its halls and residences into flats for the next three years.

The workers ejected students from the campus at Legon, on the capital's suburbs. They said "students who really want to study might have sober reflection on national issues" during the proposed three-year occupation.

The workers moved in after violent undergraduate demonstrations in the streets of the capital last Friday. They also raided the offices of the state-owned newspaper, *The People's Daily Graphic* and *Ghanaian Times*. Many students were injured.

Apparently there were more serious clashes last week at the Science and Technology University in Kumasi to the north and at Cape Coast University east of here.

The severity of the latest budget proposals - many consumer goods have been increased in price between 100 and 300 per cent - and Ghana's worsening economic situation were at the centre of the student protests.

The workers' committee issued a statement after the occupation at Legon claiming that the student body had "allied themselves to be used by reactionary forces against the interest of the people".

## The 'disappeared ones'

### Junta fails to still storm of protest

From Andrew Thompson, Buenos Aires

If events over the past 10 days are anything to go by, the Argentine junta's attempt to put an end to the storm of the "disappeared ones" has failed.

On April 29 the junta issued its "final document on the war against subversion and terrorism" in the 1970s, which proclaimed that the thousands of persons who disappeared should be considered dead "for all legal and administrative purposes".

The document was widely criticized by Argentine human rights organizations, political parties, the Roman Catholic Church hierarchy and public opinion in general. Internationally, there were protests from Italy, France and Spain, whose nationals are among the missing, as well as from the EEC. The Pope and Señor Javier Pérez Del Cuéllar, the United Nations Secretary-General, have made crucial comments.

It is clear that military officers expected a wave of protests, but hoped that it would eventually, like a passing storm, blow over. This is not happening.

Developments on last Monday are symptomatic. General Cristino Nicolaides, the Army Commander, ordered the arrest of retired Colonel Bernardo José Menéndez, for speaking out against the junta's document. Colonel Menéndez, who was Deputy Interior Minister during the presidency of General Leopoldo Galteri, has joined the Peronist Party since he stood down from active service.

He had said that the junta "cannot automatically close that tremendous period in Argentine contemporary history". He added that "justice will be done" in the cases of those who committed excesses in the counter-insurgency campaign. The colonel also said that the "definitive solution" to the issue of the "disappeared ones" lay in the hands of the next elected administration.

In a parallel development, Judge Fernando Zavalia has ordered the three commanders-in-chief, who make up the ruling military junta, to supply "all information in their possession" on the abduction and murder of Elena Holmberg, Señita Holmberg, a senior

Argentine diplomat posted to the embassy in Paris, was kidnapped on December 20, 1978, her body was found floating in a river in January 1979. Her relatives have maintained that she had fallen foul of the Navy in an internal dispute. Judge Zavalia has now called on retired Admiral Emilio Massera, who was the Navy Commander at the time of the kidnapping to provide information.

It was a similar request for information from the armed forces last year which led to the resignation of Señor Pedro Narvaiz, another federal judge. After receiving threatening telephone calls he left the country and is now living in Brazil.

Even though many judges were appointed by the military after the 1976 coup, they are reopening precisely the type of investigations which the junta's document wants to keep closed.

Also on Monday the Power Workers' Union published advertisements in the local press, recalling the abduction of Oscar Smith, the union's secretary-general, on February 11, 1977. Señor Smith has not been seen since. The advertisement points out that Señor Smith was kidnapped just as he was about to reach agreement on a new improved labour contract.

It condemns the junta's document, adding: "Nothing could, nothing can, and nothing will be able to convince a single Argentine that Oscar Smith should not be produced alive, and that those responsible for the abduction - incredible at this stage of our civilization - should not be severely punished."

Reaction to the junta's document from church leaders have been particularly strong. Mr Vicente Zazpe, the Archbishop of Santa Fe, has said that the junta's decision to describe "torture, kidnaps, clandestine murders, detentions without trial, the handing of children of the victims to unknown people and the shameful pillage of Argentine homes by para-military or para-police elements, as acts of service, is unprecedented".

Rabbi Marshall Meyer has described the junta's document as "a profanation of God's name".

### Uganda lifts deadline on compensation

By Richard Dowden

The Uganda Government has lifted the time limit on claims for compensation for property expropriated by President Amin in 1972.

An Act passed by the Uganda Parliament in March this year set a 90-day time limit on the claims and the British Government asked that the deadline should be extended. Mr Malcolm Rifkind, Minister of State at the Foreign Office, said in a written reply in the House of Commons yesterday that the Foreign Office would be passing on this news to the claimants by circular letter.

Meanwhile, Mr Shafiq Arain, the Uganda High Commissioner in London, has denied there will be any discrimination between Asian and non-Asian claimants. "All applications will be considered by one committee, whether they are from white or brown Britons, on the basis of absolute equality," he said. The recent Ugandan legis-

lation states that a Board of Valuers will be set up to consider compensation claims in accordance with the 1975 decree. This decree, however, dealt only with a number of listed companies, mainly white-owned, and not the mass of small businesses. It also provided for a tribunal to deal with disputed claims made up of members appointed by the Uganda and British governments. Fears had been expressed by some British Asians that these companies would be given special treatment.

Mr Arain said the Board of Valuers would cover all companies, not just the listed ones. There would be no tribunal and appeals against the Board of Valuers would be dealt with by the Uganda High Court.

There are an estimated 7,500 British claimants. President Amin expropriated an estimated £200m worth of property at 1972 prices.

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# Red Cross issues plea to world on abuse of Gulf war prisoners

From Alan McGregor, Geneva

After months of unavailing confidential protests to Iran and Iraq regarding brutal treatment and killings of war prisoners, the International Committee of the Red Cross yesterday made public its latest appeal to the two governments, and to the 153 other countries that are parties to the Geneva Conventions.

Its initial private protests to the Gulf war belligerents were followed by the visit in Teheran and Baghdad of a senior Red Cross official. He returned to Geneva headquarters with no more than a repetition of earlier assurances already shown to be without substance.

The ICRC statement says its delegates in both countries have been faced with "grave and repeated violations of international humanitarian law", witnessed by themselves in person or by reliable sources. These include summary execution of prisoners, abandonment of enemy wounded on the battlefield, and indiscriminate bombardment of towns and villages.

It describes Iran's violations of the conventions as "all the more serious, considering the large number of (Iraqi) prisoners" 45,000-50,000, to most of whom the ICRC no longer has access. Using "continuous delaying tactics", the Iranian authorities have raised obstacles and restrictions, refusing to

allow ICRC delegates to visit some camps. In addition, Iraqi prisoners are subjected - increasingly since September - to ideological and political pressures, contrary to the conventions, including intimidation, humiliation and forced participation in demonstrations against their own Government. Incidents at some camps have led to deaths and injuries.

In Iraq, the ICRC registered 6,800 Iranian prisoners of war by the beginning of March who, after initial difficulties, have been permitted to correspond with their families, as stipulated in the conventions, and receive visits from its delegates.

But the Red Cross is convinced that other Iranian prisoners - it has the names of several hundred - have been concealed from it since the war started two and a half years ago and are held in places to which delegates do not have access.

So far, the statement adds, only a few dozen such prisoners have been returned to the regular prisoner of war camps in Iraq and registered normally. There has been ill treatment of prisoners in those camps and disorders have been quelled by force.

Both countries so far have repatriated only a few of the seriously wounded who, under the conventions, should be exchanged between warring parties. In violation of the

conventions also, the Iraqi Army has moved "tens of thousands" of Iranian civilians into Iraqi territory.

The ICRC says its appeal to all countries party to the conventions has been issued in the hope that it can induce Iran and Iraq to ensure international humanitarian law is applied and violations ended. In particular, it urges that, as provided for in the conventions, protecting powers be appointed to represent the belligerents' interests in each other's territory.

It hopes the appeal will be heeded and the importance of its mission and the rule of law recognized "in the transcending interest of humanity and as a step to the restoration of peace".

In the context of ICRC operations generally, a public appeal is in the nature of a last resort. Delegates have clearly been appalled by the ferocity shown by both sides from time to time during the hostilities.

## Bogus degrees

Charlotte, North Carolina (AP) - FBI agents seized records from Arizona to Florida at the climax of a three-year investigation into "diploma mills" in eight states that sold "hundreds of people in every profession". They said indictments could follow against 38 mail-order colleges.



Teartful reunion: After 35 years Mr Cuihixi, aged 49, a Chinese peasant (left) meets former Marine Roy Sibit of Ohio, on his arrival in San Francisco. Mr Sibit befriended him "like a father" in war-torn China when he was a street urchin.

## Record fire damages enrich lawyers

From Christopher Thomas, New York

A \$140m (£90m) damages settlement, the biggest in US legal history, has been agreed in a lawsuit resulting from a fire at the MGM Grand Hotel in Las Vegas in 1980 in which 84 people died. The settlement, to be met by the hotel and other defendants, will make a panel of 10 lawyers rich overnight because the 1,357 claimants they represent agreed at the outset to pay a fee of 5 per cent of the

final award. Negotiations are continuing with 10 other claimants but they are expected to settle soon. Still more money is likely to be forthcoming when a lawsuit against 26 more defendants is heard. Mr John Cummings, liaison counsel for the legal panel and a Las Vegas lawyer specializing in disaster cases, said that his personal fee was "almost adequate".

Most of the remaining defendants are manufacturers of plastic products that burnt and emitted toxic gases that Mr Cummings said caused all 84 deaths. Another 700 people were injured in the fire. MGM's portion of the damages is \$75m. The second largest payment of \$10.5m will be made by a company that installed the heating and air conditioning. An electrical contractor will pay \$10m.

## UN asks for cash to halt march of deserts

From Charles Harrison Nairobi

The world's developed nations were accused here yesterday of paying lip service to the protection of the environment while starving the United Nations Environment Programme (UNEP) of the funds it needs to coordinate urgently needed work.

Dr Mostafa Tolba, UNEP's executive director, who opened the annual meeting of the organizations governing council here yesterday, said: "Nations consistently affirm the crucial importance of the environmental mandate while keeping UNEP and its partners in the environmental field hopelessly underfunded."

He accused governments of calling for environmental action plans and then allowing them to gather dust. He said a world plan, for instance, to counter the spread of deserts was being treated as a "talking shop", while little is being done to raise the funds to carry out the action plan.

Dr Tolba expressed profound concern over the recent oil spill in the Gulf. "I appeal for the nations concerned to lay aside political differences so that the countries of the region can come together to deal with this potentially dangerous situation," he said.

UNEP and other United Nations agencies were fully prepared to participate in efforts to overcome the effects of the spill from an oil-drilling platform in the area damaged in the Iran-Iraq war.

Dr Tolba said UNEP was facing problems because pledges of financial support had fallen well short of expectations. The governing council will have to accept a scaling down of its operations, he said.

Instead of the budgeted \$85m (£66m) expected to become available to UNEP in 1984 and 1985, only \$65m (£43m) will materialize if contributions continue at the present rate.

Without lead: The average British motorist could expect to pay about £45 more a year to run a car after 1985 as the price of driving on lead-free petrol. This was the figure calculated for a special conference on lead in petrol called by the European Environmental Bureau and the European Consumer Union Bureau which ended in Brussels yesterday.

## Paris seeks 30bn-franc EEC oil loan

From Diana Geddes Paris

M Jacques Delors, the Finance Minister, has confirmed that France is seeking a loan from the EEC, believed to be nearly 30-billion francs (\$3.7 billion). It is designed to strengthen its foreign reserves, severely depleted by both the Government's efforts to defend the franc on the foreign exchange markets and by France's huge foreign trade deficit.

It is the third time in the past six months that the Government has sought multi-billion dollar foreign loans. It is likely to be granted and it will bring France's estimated gross foreign debt to more than \$50 billion (\$31 billion), double the level when the Socialists came to power two years ago.

France raised a \$4 billion loan on international markets last November, and a further loan from Saudi Arabia at the beginning of this year, which was believed to be between \$2 billion and \$4 billion.

The Government has applied for the loan from the EEC "oil facility", which was set up in 1975 after the first oil shock, to help member states with severe balance of payments difficulties. One of the conditions for such a loan is that the borrower give assurances to the EEC that the necessary measures will be taken to correct its trade imbalance.

Distasteful though it may be for the French Government to have to submit its economic policies for review by its European partners, it is considered less humiliating than having to obey the IMF, which an international loan would have been likely to entail. The EEC Finance Ministers are expected to approve the loan at their meeting on May 16.

In the seven weeks since the franc was devalued, the Bank of France has restored to its foreign reserves more than the 50 billion francs which it is believed to have spent in defence of the French currency in the months leading up to the realignment of the European Monetary System in March.

The franc is now holding up well against the other EMS currencies, but a new attack could come at any time, particularly if the latest austerity measures do not appear to be bearing fruit quickly enough. The Government wishes to be better prepared this time. It does not want to have to seek a further foreign loan when the franc is weak and when such a move would only aggravate speculative pressures.

## Senate compromises on Salvador aid

From Mohsin Ali, Washington

President Reagan is putting economic pressure on Nicaragua to try to reduce its means of financing its military build-up and support for left-wing causes in Central America.

But as the White House announced on Monday the President's decision to cut Nicaragua's sugar export quota to the United States, the Senate foreign relations committee adopted a compromise programme for military aid to El Salvador after rejecting the bigger increases sought by Mr Reagan.

The committee voted to cut \$70m (£56m) off the President's \$222.6m military aid request for the next two years for El Salvador, which is battling with left-wing guerrillas. It voted by 17-0 to limit all US military aid to El Salvador to \$76.3m each year.

If approved by the full Congress, the committee's action would also prohibit any increase in the present 55 American military trainers in El Salvador. Instead, it earmarked \$20m each year to allow most of the training of Salvadoran troops to be done in the United States.

Senator Richard Lugar, a Republican from Indiana, said that committee members should "take responsibility" if President Reagan's programme to help El Salvador resist

guerrillas fails because of funding cuts by Congress. Meanwhile, the sugar export quota freed by the US reduction would be added to the quotas of Nicaragua's three neighbours - Honduras, Costa Rica and El Salvador. They generally support President Reagan's Central America policy. Honduras would get 52 per cent of its quota, Costa Rica 30 per cent and El Salvador 18 per cent.

"By denying to Nicaragua a foreign exchange benefit resulting from the high US sugar price, we hope to reduce the resources available to that country for financing its military build-up and its support for subversion and extremist violence in the region," a White House statement said.

Nicaragua last year earned about \$15.5m in sugar sales to the United States. Washington embargoed Cuban sugar imports more than 20 years ago, and Cuba now heavily depends on Moscow to buy its sugar crop.

SAN SALVADOR: The Salvadoran Army said yesterday that government troops had recaptured the village of Cinquera in north-east El Salvador, which had been captured by left-wing guerrillas on Saturday. The commander of the Tejutepaque unit said his forces had inflicted heavy casualties, but gave no figures.

## Thousands back Ethiopia call-up with war songs

Addis Ababa (AFP) - Old warrior songs rang through Revolution Square here yesterday as tens of thousands of people demonstrated in support of last week's Government proclamation launching national military service.

The crowd, estimated to be one of the biggest of its kind in recent years, carried banners and chanted slogans backing the decree that legalized conscription in Ethiopia for the first time. Traditional battle songs were sung during the six-hour rally addressed by Colonel Mengistu Haile Mariam, the head of state.

In his speech Colonel Mengistu recalled that weakened defences had caused disasters in past revolutions. The ruling military council, or Dergue, announced on May 3 that all citizens between the ages of 18 and 30 would be eligible for conscription.

## Spain to send Nazi back to Netherlands

From Richard Wigg Madrid

A former member of the Nazi SS, sentenced for crimes during the Second World War, is to be extradited to The Netherlands, a Madrid court decided yesterday.

Auke-Bert Pattist, born in Utrecht and now aged 62, has been living in Spain for more than 30 years, recently running a language school in Oviedo. He was arrested by the Spanish police last February.

The decision could have repercussions for other former Nazis who came to Franco's Spain after 1945. The Dutch authorities originally asked for Mr Pattist's extradition under their treaty with Spain in 1979. He had been sentenced by a Dutch court to life imprisonment for joining the forces of an enemy of The Netherlands, and for detaining and ill-treating Dutch citizens, many of whom went to concentration camps.

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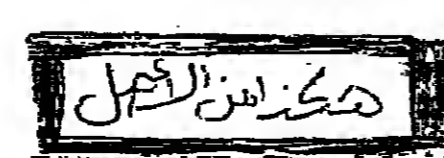
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BOOKS

Seriously crazy times

Robert Lowell By Ian Hamilton

Robert Lowell (1917-1977) was a manic depressive who suffered complete breakdown and spells in hospital more or less every other year throughout the second half of his life.

As to that, it is too soon to say, and Hamilton does not push the point beyond placing the evidence down more fully than any commentator before him.

the traffic or jump off a bridge. Lowell was terrified to fall. At first attracted by America's ponderous accolade and the courtship of Kennedy, he then fled from the implications of laurel and bay leaves in typically ambivalent style.



Robert Lowell photographed in 1977

close to twenty years, in the process producing her own work, a daughter and the New York Review, and because Ian Hamilton has dramatized a brilliant intellectual world, in which people behave to each other no better nor worse than elsewhere, but have rather more to say to one another about it, with a sustaining intelligence and narrative skill.

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Civilizing Bellona

The Causes of War By Michael Howard

(Maurice Temple Smith £10)

The ancient Chinese sage (or juota of sages) known to us as the Lao Tzu once observed: "Truthful words are not beautiful, beautiful words are not truthful. Good words are not persuasive, persuasive words are not good. He who knows has no wide learning; he who has no wide learning does not know."

allow the overdue publication of his official history of Deception in World War Two that impression will be confirmed. In a collection which ranges from Thucydides to onkers, and from the elder Pitt's conduct of the Seven Years War to a penetrating analysis of Kissinger's diplomacy, the connecting thread, I believe, is to be found in Professor Howard's deep but dispassionate study of Clausewitz - in his grasp of the truth which the great man interminably exemplified that in war every thing is simple, but that the simplest thing is the most difficult.

Because Howard has a very lucid mind he is an adept at identifying and articulating the simplicities, but the young Guards officer who fought with distinction in the Italian campaign always qualifies his presentation of those simplicities with an extreme awareness of the "frictions", as Clausewitz put it, (or perhaps the "anisotropy", as the Americans would say) which inevitably arise on the battlefield or in the council-chamber. This balance between the pertinent, the sceptical and the compassionate is well illustrated in his long post-mortem analysis of Liddell Hart. A personal debt as a young scholar to Sir Basil for much typical kindness does not prevent him from a scrupulous impartiality (which, as one who shared that kindness, I greatly admire) in putting his finger on the flaws as well as the constructive originality of a nonpareil.

Caesar-watcher

Julius Caesar and his Public Image By Zwi Yavetz

(Thames & Hudson, £15)

More ink has been expended on J. Caesar over the past 20 centuries than almost any other individual apart from J. Christ. But we still cannot agree about him. Was he a great innovative statesman, or a gambler who wanted to be king, or even a prototype Fascist dictator? Is there anything left to say?

Julius Caesar and his Public Image By Zwi Yavetz (Thames & Hudson, £15)

been working over since. He discusses the work of Caesar-watchers of the past 150 years, much of it in German, and comes to original conclusions. Even those who reject the idea that Caesar tried to establish a monarchy have to admit that he was much more than just a Roman dictator. His performance of the old Republic is impossible. He was, on the whole, a moderate statesman, who was nevertheless unable to avoid the impression that he put through his moderate policies by ruthless force.

Philip Howard



Hamlet follows his father's hand from Beardsley by Simon Wilson (Phaidon, £12.50)

Muslim art and history

Atlas of the Islamic World since 1500 By Francis Robinson

(Phaidon, £18)

"Atlas" is a misnomer for this beautiful book. "Illustrated history" would be nearer the mark. The maps, though interesting, are perhaps the least satisfactory part of it. The use of too many similar shades of green and brown makes some of them difficult to follow, but they are easily outnumbered by the pictures, which bring the Islamic world before the reader in all its breathtaking richness and diversity.

Magnificent's great mosque-builder, and his successive efforts to design an Islamic structure that would surpass the thousand-year-old cathedral of St Sophia. But, moving down the centuries, we find mosques in the same region, built within the last hundred years, which are much more obviously mosques. "Over much of the Islamic world," the author explains, "the influences of Islamic reformism, and sometimes of colonial rule, have combined to make architectural styles resemble the buildings of Middle Eastern Islam at the expense of indigenous styles."

embracing Yassir Arafat: "the open affection which these three men are showing is typical among Muslims who regard each other warmly". Here is a class of boys in Oman, learning their Koran cross-legged on the floor while the master stands over them with a long staff. Here is a boatload of white-clad pilgrims, lined up for prayer on the deck as their ship approaches Jeddah. And here is the late Anwar Sadat, the "Believer President" as he liked to be called, sitting at prayer in tweed suit and striped tie, on the floor of a new mosque near Ismailia. And many, many more photographs of astonishing impact - carefully chosen and beautifully reproduced. The Islamic calendar is explained, the various Arabic scripts identified.

Edward Mortimer

God, love, and the professionals of discontent

Cousins By Monica Furlong

(Weidenfeld & Nicolson, £7.95)

Porky By Deborah Moggach

(Cape, £7.95)

From Genesis, the first Book of Moses, to the Alpha and Omega of Revelations, all the lowly and prophetic bores through Monica Furlong's second novel. They are pretty quiet about it, and so is she, but you will hear them, if you listen. Not many references to authority Old and New actually show in this strong, unselfish story of passionately sensual human love, and love divine, all loves excellent, and the joys and sufferings which are the lineaments of gratified desire in both. Miss Furlong's easy, conversational prose, and unmistakable images manage these mighty matters perfectly well by themselves. And she is not out to preach; or at any rate, only a little. Set against characters like Hugo, a coldly professional theologian, his wife Rachel, and his twin sister Susie - as a child, unlike other children; as a woman, still a loving child - sideways allusions to Christianity and Patristicism apply an unhealthy, almost sickening sheen to modern theological debate. "There's no salvation without the Susies of this world, and yet I do not want to see her."

enough: a family holding together by spit and string, living and party living in a rundown wooden bungalow off the A4. Aircraft departing and arriving at nearby Heathrow roar in persistent, distancing images of escape throughout the book: crisscrossing a sky dark with helplessness. Sifting the consequences, sexual and spiritual, of paternal love grotesquely distorted, Miss Moggach spares us little of the terrible, invisible scarring which for Heather - but not for her weak, pitifully stupid Dad - may possibly begin to heal following a physical scarring scarcely less terrible: a ruined face, torn by blows, provoked from a lover whose cherishing tenderness Heather cannot accept. At 19, it seems visible evidence of her assumed unworthiness ever to be loved at all. Deborah Moggach achieves her balance by sustaining a first-person register so level in its tone of quiet desperation, so careful to avoid blatant shock, as to hold back the tidal waves of pity and pity which threatens, but never quite engulfs the reader directly addressed, person-to-person, by a girl whose clear, intelligent eyes gaze in absurd self-acquisition across her dreadful childhood and teenage years. "You might have got bored ages ago, or disgusted. In fact I don't like some of this story myself. But you can always switch on the self instead." Heather permits none. But there is a lot of real love lying around this story, if you look.

Aunt Julia and the Scriptwriter By Mario Vargas Llosa

(Faber, £7.95)

It may be powerfully argued that the most entertaining, as well as the most rewarding and profound, contemporary fiction is written by those whose approach to the novel is innovative: imaginative and disciplined in structural variation, inventive and versatile in narrative technique, adaptable and adventurous in prose style. Such writers would include Gabriel Garcia Marquez, John Fowles, Gilbert Sorrentino, and Anthony Burgess: writers who believe that the novel can do things which cannot be accomplished in any other form, who are usually trying some new initiative which will extend the art of fiction. Pre-eminent among them, in the opinion of your reviewer, is the Peruvian author Mario Vargas Llosa. The achievement represented in his five major novels, to date, is staggering in its technical and narrative brilliance and in the power of its impact. In The City and the Dogs (originally published in the UK as The Time of the Hero), The Green House, and Conversation in the Cathedral the complexity of the structure reflects the bewildering complexity of influences and events which befall the main characters, including hereditary, environmental, historical, topographical, and cultural forces that have shaped them into the people they are. Sr Vargas Llosa does not allow his readers to know more about what is going on than is understood by the characters themselves.

what is going on than is understood by the characters themselves. Sr Vargas Llosa once described himself as "the professional of discontent", whose function is to disturb and change society. His first three novels live up to this declared purpose: the fourth, however, surprised his admirers. Pantaleon and the Visitors (otherwise Captain Pantaleon and the Special Service) is a hilarious farce in which a meticulous army officer applies his tenacity and training to the organization of a unit of whom drafted to appease rampaging troops in a remote area. Irony is not far away: Pantaleon is too successful. Aunt Julia and the Scriptwriter is different again. It is a high comedy of great warmth and the inevitable mastery of control of form. When he was eighteen, Mario Vargas Llosa fell in love with his uncle's wife's sister - a Bolivian divorcee aged thirty-two who, in a ramified family, was accorded the honorary status of "aunt". At the same time, working his way through university by free-lancing at a radio station, he met Pedro Comacho, a scriptwriter of punishing energy, voluminous industry, and a capacious phantasmagoric imagination. In no time the tiny, burrowish, bombastic and dedicated Comacho has boosted listening figures enormously and his serials are the talk of Lima. Meanwhile, Mario makes his first advances to Aunt Julia. Her initial astonishment is followed by a growing warmth tinged with amusement and their love-play gathers momentum while still remaining playful. The stories of Aunt Julia and the Scriptwriter, told in counterpoint, are interspersed with examples of Comacho's increasingly bizarre art: two separate veins of rich comedy are expertly mined. Comacho's monstrous creation throws into relief the generous normality, pleasantly flawed, of Mario, Julia, their family and friends. Of course, when the family learn of the relationship there is immediate scandal and a determination to break it up at all costs. So Mario resolves to marry Aunt Julia. While he is making frantic arrangements towards this right end, Comacho, whose scripts have been getting steadily madder and also mixing up plots, names and dramatic personae, kills off all his characters in a sequence of massive radio disasters. And breaks down. The resolutions of both plots occur in the final chapter: the one coolly, affectionately realistic; the other typically ironic. Apart from the imaginative exuberance of the Comacho inventions, the novel is a terrific love-story: tough, tender, funny, tactfully frolic, moments of bitterness, despair and farce. Its complete lack of sentimentality is remarkable, for it is written, obviously, with love. Aunt Julia is more accessible and less ambitious than most of Sr Vargas Llosa's work: but it will evoke as much admiration as it will give pleasure. How will he amaze us next?

Mr Moorhouse mentions all the same feeling. Both a picture and a story-book it is richly illustrated with unfamiliar coloured plates: alas, come by Edward Lear, who is briefly referred to as "the conscience rhymester". The writing is clear and filled with anecdote. So much ground is covered that one reaches for one's reference books to look up the details. For those who want the latest information there is an unusually good chapter on sources. The East India Company was formed for trading. Such troops as it had were for the protection of the traders, at least at first. The stakes were high. Either you made a fortune or died of disease, or from eating and drinking too much. The Nabobs made vast fortunes. Just how vast it is difficult to calculate today. They came back to England with their loot and were much looked down upon by the jealous and less fortunate country gentry. Like oil-magnates today they bought everything in sight, particularly country estates, and the boroughs that went with them. Some, indeed, built exquisite Indian follies like Sezincote in the Cotswolds. The Nabobs who followed the Nabobs, lasted for nearly two hundred years. They included many famous names from other spheres. Generals, Governors-General and Viceroy's all had their own independent ideas on how India should be run. For example Lord William Bentinck. He abolished flogging, not done away with in the British army for another 50 years. He started the Grand Trunk Road from Calcutta to Delhi. He put the first steam boat on the Ganges. He prohibited the practice of Suttee (widow-burning) and suppressed Thuggee, the ritual killing of travellers, and he quadrupled the salaries of Indian judges. Bentinck also recruited Thomas Babington Macaulay the great Indian lawyer.

Stuart Evans

Nabobs and Nobs

India Britannica By Geoffrey Moorhouse

(Harvill, £12.95)

The scent of rural India is burning cow-dung. You smell it in the aircraft before the wheels have stopped turning. Nothing brings back the sense of nostalgia so strongly to those who are lucky enough to return. Geoffrey Moorhouse evokes the same feeling. Both a picture and a story-book it is richly illustrated with unfamiliar coloured plates: alas, come by Edward Lear, who is briefly referred to as "the conscience rhymester". The writing is clear and filled with anecdote. So much ground is covered that one reaches for one's reference books to look up the details. For those who want the latest information there is an unusually good chapter on sources. The East India Company was formed for trading. Such troops as it had were for the protection of the traders, at least at first. The stakes were high. Either you made a fortune or died of disease, or from eating and drinking too much. The Nabobs made vast fortunes. Just how vast it is difficult to calculate today. They came back to England with their loot and were much looked down upon by the jealous and less fortunate country gentry. Like oil-magnates today they bought everything in sight, particularly country estates, and the boroughs that went with them. Some, indeed, built exquisite Indian follies like Sezincote in the Cotswolds. The Nabobs who followed the Nabobs, lasted for nearly two hundred years. They included many famous names from other spheres. Generals, Governors-General and Viceroy's all had their own independent ideas on how India should be run. For example Lord William Bentinck. He abolished flogging, not done away with in the British army for another 50 years. He started the Grand Trunk Road from Calcutta to Delhi. He put the first steam boat on the Ganges. He prohibited the practice of Suttee (widow-burning) and suppressed Thuggee, the ritual killing of travellers, and he quadrupled the salaries of Indian judges. Bentinck also recruited Thomas Babington Macaulay the great Indian lawyer.

Gontran Goulden FOYLES ART GALLERY M. E. HURRELL Pictures Of Bridges CHARCOAL DRAWINGS OF THAMES BRIDGES 10-6 daily until 25 May 113-119 Charing Cross Road London, W.C2

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TWA

THE ARTS

Wilfrid Hyde-White (right), master of comedy and horse-player extraordinary, today becomes an octogenarian. Robert Morley, his long-time friend and colleague, pays due tribute



Star's orders

My friend Wilfrid Hyde-White is 80 one of still living, I baste to add...

Long before I first met him, when he was a young actor in the Tom Walls Company at the Aldwych...

Dorothy Paget was one of his most devoted fans. She made a point of attending his performances...

him out in his dressing room, convinced that he had mistaken the theatre. Wilfrid missed his customary...

before, I was of course perfectly aware of the fact but had not wanted to miss a free supper. Miss Paget...

first night and always at matinees. I remember a matinee of one of Mr William Douglas Home's pieces...

I once persuaded him to play to one of my own concoctions, Hippo Dancing. The play opened in Dublin...

I gave him the new scene on the plane, he agreed to rehearse, and we played it to stony silence on the Friday...

He once made a brief but unnecessary appearance in the Bankruptcy Court, where even the Official Receiver led him the line...

Television Freedom eroded

Francisco died in bed (Channel 4) and that, say the Spanish Left, betokens trouble...

What this brief essay by Sarah Hargreaves did suggest, however, was that the anti-terrorist measures adopted to deal with ETA...

Concert

Philharmonia/Handley Festival Hall

If I have a secret vice, it is that I like Rachmaninov's Second Piano Concerto. It is scarcely possible to admit such things in sophisticated circles...

Cinema

David Robinson reports from the Cannes Festival Ladies of pleasure

Cannes is turning out to be an actress's festival this year. I have already written from the film's Budapest premiere about the extraordinary playing of Mari Torocsik and Lili Monori...

Theatre

Noble attempt to shut the gates of war

The Trojan War Will Not Take Place Lyttelton

If it was the National Theatre that batted Giraudoux's British career dead in its tracks with the ill-fated 1966 production of Amphitryon 38...



Brewster Mason: an imposingly feeble Priam

can ever be altered. What it does do is expose the operation of fate in the hope that politicians, priests, intellectuals and the public at large will be less taken in by the sanctions that have led the nations of history sleep-walking into a trap prepared by the powers above...

ACADEMY 2 Oxford Street • 437 5129 EDUARDO DE GREGORIO'S ASPERN Based on the story by HENRY JAMES starring BULLE OGIER • JEAN SOREL • ALIDA VALLI

A film by JEAN-LUC GODARD PASSION ISABELLE HUPPERT, HANNA SCHYLLA, MICHEL PICCOLI, JERZY RADZIWILOWICZ STARTS TODAY Progs: 2.45 4.45 6.50 9.00 CAMDEN PLAZA

Tate Gallery THE ESSENTIAL CUBISM 1907-1920 Britain's first ever Cubist exhibition including major paintings from the early years by Braque, Picasso, Gris and Léger...

Precious Remnants Bridge Lane, Battersea Mildly expostulating 'Now look, gentlemen' to unseen torturers in malodorous tropical suits, a big, gentle Englishman is slung into a prison cell without warning...

There is hardly anything to the film besides the performances, and the Australian director's response to a dusty little corner of Texas. These apart, it is as small a slice of life as ever made a 90-minute film.

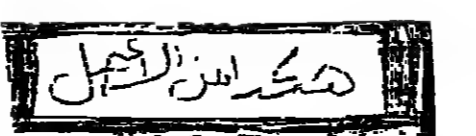
There is hardly anything to the film besides the performances, and the Australian director's response to a dusty little corner of Texas. These apart, it is as small a slice of life as ever made a 90-minute film.

box which he finds as uncomfortable when used for a pillow as when worn in its intended place. Nicholas Ellenbogen's one-man play is deceptively restrained, in both his writing and performance...

Irving Wardle Anthony Masters written, endearing and funny until a shyly lubricious account of the Jerusalem Lilies (they needed 11 lovelies to make the film) and how their improbable athletics got out of hand...

CONFIDENCE From the Director of MEPHISTO CATE

THE THEATRE OF COMEDY COMPANY SHAFTESBURY THEATRE NOW PLAYING TRIUMPHANT JOY OF FARCE Richard Briers Bernard Cribbins Peter Blake Sam Cox Helen Gill Carol Hawkins Royce Mills Bill Pertwee Shaftesbury Theatre Presents RUN FOR YOUR WIFE! ALL STAR CAST



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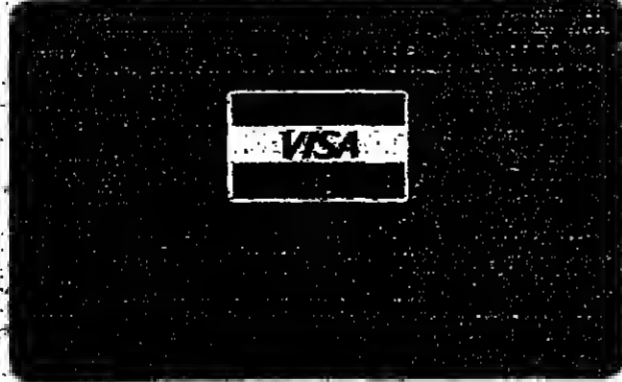
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THE TIMES DIARY

Monopoly money

Waddingtons, the original Monopolizers, are looking for owners of the first game they put on the market...

Lost horizons

This week's Economist carries a report, aptly headlined 'Don't-a-hunter Hunt', about Keith Hunt...

Stop press

British journalists visiting Sweden as guests of the Foreign Ministry...

Times are hard but I did not expect Rank Aerex to be reduced to naturism...

Quid pro quo

Sunday Telegraph readers are wasting their money and should definitely switch to the News of the World...

Dim view

Andrew Faulds, thespian MP for Warwick East, suspects London Transport are out to rob us all...

The truth game

Do not believe that television personalities are essentially shallow...

Eight Cumbrians will be spending many of their nights in freezer centres between now and next March...

Can the EEC ever be a fair deal?

Mrs Thatcher has no reason to be defensive in the coming election about her handling of the EEC...

The cut has been achieved because of Mrs Thatcher's aggressive tactics, notably at the Dublin summit in 1979...

However, as Mrs Thatcher is likely to discover if she attends next month's EEC summit in Stuttgart...

The danger is that this row will eclipse a far more important issue for Britain: the future shape of the Community's budget...

The commission's tax proposals are clearly not ideal. The most logical way to finance the EEC budget...

the bulk of EEC spending. As a net food importer, Britain loses twice over because British food imports are overpriced...

The EEC commission has now proposed a series of financial reforms designed, in part, to remedy this imbalance...

The present ceiling on the EEC's revenue raised from VAT should be lifted. This would stop the Community going broke...

A slice of these VAT payments should be raised at a varying rate calculated to make rich countries...

with lots of farmers pay more. Denmark and France, for example, would pay extra and Britain would pay less...

Future increases in VAT should be approved by the 10 member governments and by a three-fifths majority in the European Parliament...

The commission's tax proposals are clearly not ideal. The most logical way to finance the EEC budget...

The commission's tax proposals are clearly not ideal. The most logical way to finance the EEC budget...

British taxpayers (the most scandalous aspect of the Thatcher government's EEC policy)...

The odds are, therefore, that British ministers will turn their eyes to an idea now being considered in Paris...

Already several existing EEC policies, such as the regional policy, are not genuine policies...

proposals on their merits and not on the basis of what national profit or loss might result from them...

Second, the commission has not devised an effective way to halt the growth of farm spending...

Witness Mr Peter Walker's regularly putting the interests of British farmers above those of...

'There is little disposition to be generous to Britain'

proposals on their merits and not on the basis of what national profit or loss might result from them...

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Stephen Milligan

The author is European editor of The Economist.

Eighty-two years after the first edition, the great dictionary's fourth appears

Words that maketh the family Chambers

Edinburgh has two streets named after the union of Scotland and England - the thistle and the rose...

The methods and the memorabilia of the house of Chambers - and the present generation of a modest dynasty - are still rooted in the heart of the capital...

W. and R. Chambers brothers' most celebrated product, Chambers Twentieth Century Dictionary, goes into its fourth edition today...

They also produced an 'English dictionary' in 1898 which George Bernard Shaw used with enthusiasm...

An early history of the company has a hint of Thatcherian rhetoric of Thackerian rhetoric...

hers Twentieth Century Dictionary is the bible of self-improvers, he was waved through the Bangladesh customs on the power of his name alone...



Tony Chambers, great-great-grandson of one of the founding brothers, and on his left Betty Kirkpatrick, the dictionary's editor, with some of their staff.

joined by William, the two of them slept on the floor of the shop with piles of books for pillows...

George Hotel or study the social history of the graffiti on its table...

Today Tony Chambers, the great-great-grandson of Robert (who was himself a writer of distinction...

is strong on linguistics and phonetics. John Simpson lays claim to sport and jazz, Catherine Schwartz to music and Rachel Sherrard, wife of a minister, knows a lot about religion...

Some Scrabble players can tell you which page lists a certain word...

Swartz's connexion goes back 30 years and Rachel Sherrard has been working for them 'on and off since 1969'...

Chambers is as proud of its idiosyncrasies as it is of its statistics. It contains more language references and more definitions than any other single-volume dictionary...

Dictionary watchers are particularly amused by Chambers's 'burlesque definitions' and how with protest in the letters' columns of newspapers...

Julie Davidson

Ronald Butt Labour's great unmentionable

The unions' attack on the last Labour government was the principal cause of Mr James Callaghan's downfall...

Labour's policies, however, are highly inflationary. There would be a huge increase of at least £10,000m in government spending...

To prevent money hurrying out of Britain in consequence, exchange controls would be imposed...

Labour also needs a pay policy, which it has lacked since Mr Callaghan's defeat...

Mr Healey is sensitive to the pressure of inflationary pressures arising from its expansion policies...

The only answer we have is that assessment of national economic assessment (NEA) which Labour wants to be agreed between government, unions and management...

Let me make it quite clear that I have no money riding on cockroaches. I have yet to clap eyes on a cockroach, alive or dead...

Julie Davidson

problem. On Sunday, after an election meeting of union and Labour leaders, he came on television to be interviewed on Face the Press...

Mr Healey preferred to speak of the 'assessment' rather than of the now almost indecent 'incomes policy'...

How can an elaborate process intended to cover so much more than pay (indeed, every aspect of economic activity) and designed to take nine to 12 months...

Mr Healey and Mr Shore know that their inflationary policies require the agreed control of incomes if they are to stand a chance of avoiding high interest rates...

Here is a lady who has chased cockroaches around New York townships and raced cockroaches down Bourbon Street...

German, presumably, at least until 1945, followed by compulsory remaining to America...

All this geopolitical make cockroaches more controversial, but I doubt whether it would also render them more lovable...

Now the cockroach is never going to get home the Smurf or the Wombles in the nation's affections...

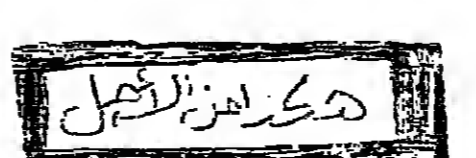
Ross Davies

In praise of the sweet, lovable cockroach

In a world which seems to have served notice to quit upon nearly every animal from the aardvark to the zorbil, inclusive, it should be more heartening than it somehow is...

Let me make it quite clear that I have no money riding on cockroaches. I have yet to clap eyes on a cockroach, alive or dead...

Julie Davidson





COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE May 11: His Excellency Monsieur Souter...

the Home and the sheltered housing accommodation and declared the buildings open.

Mrs Hippop had the honour of being received by Her Majesty, Queen Elizabeth II.

The Princess Anne, Mrs Mark Phillips and the Queen's Consort, the Duchess of York, are in London.

The Hon Mary Morrison, Mr Robert Fellowes and Lieutenant-Colonel Blair Stewart-Wilson were in attendance.

Princess and Princess Michael of Kent are to attend a civic luncheon, at which the Mayor of Cannes will be the host.

The Princess Anne, Mrs Mark Phillips visited Hampshire today, having been received by Her Majesty's Lord-Lieutenant for Hampshire.

The Princess Anne, Mrs Mark Phillips visited Hampshire today, having been received by Her Majesty's Lord-Lieutenant for Hampshire.

Luncheons

Prime Minister The Prime Minister and Mr Deods (the Prime Minister's secretary)...

British-Israel Chamber of Commerce

The annual dinner of the British-Israel Chamber of Commerce took place last night at the Savoy Hotel.

Service luncheon

Blake Tern RN College Osborne 1916 A luncheon to celebrate the 67th anniversary of joining the RN College Osborne...

Service dinners

Royal Signals The Royal Signals Officers Dinner Club held their annual dinner at the London International Press Centre last night.

Armourers and Brasiers' Company

The following have been elected officers of the Armourers and Brasiers' Company from July 7: Master, Colonel G F Harley Archer...

Trinity House

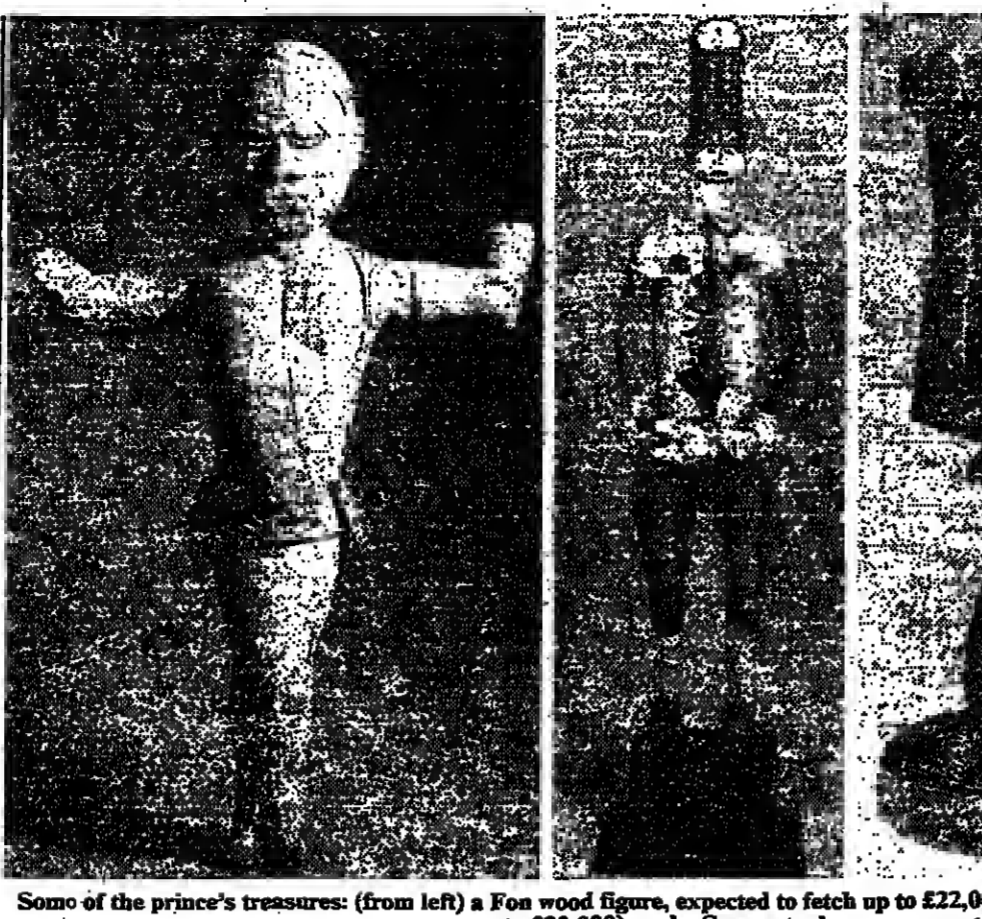
The Duke of Edinburgh was selected Master of Trinity House for the forthcoming year at the annual court held yesterday.

Birthdays today

Mr Burr Bocharach, 54; Sir Lennox Berkeley, 80; Mr Leslie Charlton, 76; Mr A C Coates, 59; Sir George Dunnett, 76; Mr P N G Gilbert, 49; Sir Harold Grime, 87; Miss Susan Hampshire, 41; Lord Hinton of Banksdale, OM, 82; Professor Dorothy Hodgkin, OM, 73; Mr H V Hodson, 77; Mr Wilfrid Hyde White, 80; Lord Kaldor, 75; the Earl of Kimberley, 59; Sir Hector Lamb, 60; Rear-Admiral Sir Matthew Slatery, 81; the Right Rev H W Mooten, 63; Dr Miriam Stopford, 45; Sir Charles Trinder, 77; Sir Edward Tuckwell, 73.

Latest wills

Mr Richard Martin, of Fulwell, Sunderland, left estate valued at £51,787 net. He left all of his property to the National Trust.



Some of the prince's treasures: (from left) a Fon wood figure, expected to fetch up to £22,000; an Ibo mother and child (up to £30,000); and a Songe stool.

African art heritage for sale

By Geraldine Norman, Sale Room Correspondent

The superb collection of African art formed by Prince Sadruddin Aga Khan over three decades is to be auctioned by Sotheby's in London on June 27. Its value has been conservatively estimated at around £750,000.

His interest in African art was kindled on United Nations missions to Africa from the 1950s onwards. He describes it as "a brooding continent of immense proportions with a myriad people so different to their complex social and cultural backgrounds".

There is a life-size Ibo wooden mother figure, painted in colours and clasping a wooden child across her stomach. It is the largest known figure from this Nigerian tribe and of most unusual quality (estimate £20,000 to £30,000).

The prince's unusual interest in mythology and his sensitive "eye" for sculptural quality make this collection highly personal. He has collaborated with Roberto Fallico, of Sotheby's, in compiling the catalogue. Mr Fallico comments that the price estimates are very much lower than they would have been three or four years ago in the wake of the recession.



Bishop Thomas Gumbleton: Kept the ball rolling.

Bishop's nuclear mission

By Clifford Longley Religious Affairs Correspondent

Bishop Thomas Gumbleton, the auxiliary bishop of Detroit, who is to London this week, is the man who has pushed and pulled and argued the powerful Roman Catholic Church to the United States into direct opposition to the whole post-war drift of American nuclear policy.

He was only one of the draftsmen, and not the one with most ecclesiastical weight; the committee chairman was the Archbishop of Chicago, Cardinal Joseph Bernardini, perhaps the strongest personality to the American church.

But it was Bishop Gumbleton who started the ball rolling and kept it in motion until the dramatic outcome. A speech he made to the bishops in conference in 1980 was actually applauded, not the usual way Roman Catholic bishops express their point of view, out of that unspoken beginning there came a working party.

Forthcoming marriages

The Hon D. M. Wilson and Miss A. C. Hayward The engagement is announced between Mark, son of the late Lord Numburhalm and Mrs Harry Jones, of yacht Kerry Peger, and Amanda, daughter of Mr and Mrs Roger Hayward, of Gardiners Hall, Stoke Ash, near Eye, Suffolk.

Mr S. Ziegler and Miss M. Shuckburgh The engagement is announced between Scott, son of Mr and Mrs Douglas Ziegler, of Hermsen Beach, California, and Katinka, daughter of Mr and Mrs J. H. Douglas, of Sutto Coldfield, West Midlands.

Mr M. G. Pagan Taylor and Miss M. L. Brook The engagement is announced between Martin, elder son of Major and Mrs Philip Pagan Taylor, of Salsford House, Hinton, Devon, and Miranda Lizbeth, daughter of the late Dr Maurice Brook and of Mrs Brook, of Collingwood, Kettering, Northamptonshire.

Marriages

Mr J. H. B. Hartley and Princess Lubomirski The marriage took place in London on Friday, May 6, between Mr Bingham Hartley and Princess Jane Lubomirski.

Incorporated Guild of the Cheltenham Ladies' College

To inaugurate the celebrations of the centenary of the College, which falls in 1984, there is to be a ball at the Huntington Club, on Thursday, June 2, 1983. Tickets may be obtained from Mrs Anne Chiene, Stone House, Snowdonham Links Road, Cranley, Guildford, Surrey, GU3 0BX.

Bishop for Bermuda

At the request of the Archbishop of Canterbury, the Right Rev Gerald Ellison, the former Bishop of London, is going as his Vicar General to the diocese of Bermuda for a year.

OBITUARY

PROFESSOR C. E. PICKFORD

Authority on Arthurian studies

Professor Cedric Edward Pickford, who was Professor of Medieval French Literature in the University of Edinburgh in 1965, died suddenly at his home on May 8. He was 56.

Pickford had the good fortune to go up to the University of Manchester in 1944 at a time when Professor Eugene Vinaver and T. B. W. Reid, together with a band of enthusiastic juniors, were establishing an international reputation in the field of medieval French studies. He started his research with Vinaver and so began a lifelong professional association which soon developed into a friendship, cemented when his master became an Honorary Professor in Hull in 1977.

Pickford was appointed an Assistant Lecturer in the University of Hull in 1950 and spent the rest of his academic life there. He was a splendid old-fashioned "university man", a scholar with an international reputation, a meticulous teacher popular with students, an unsparring committee man.

MRS ANNA ROSENBERG HOFFMAN

Mrs Anna Rosenberg Hoffman, who was one of the most influential women in American public life during the past century and had the post of Assistant Secretary of Defence from 1950 to 1953, died in New York on May 9. She was 81.

Mrs Hoffman, best known as Anna M. Rosenberg, was a public relations executive for many years, and specialised in manpower and personnel while in the Pentagon. She was then the highest-ranking woman to serve in the country's military establishment.

She began her career in 1924 as a consultant in personnel and labour affairs and became active in the Democratic Party. She was consulted by Roosevelt when he was Governor of New York; soon after he became President she was appointed to the National Recovery Administration where she served until 1939, part of the time as New York Regional Director.

Born Anna Marie Lederer in Budapest, Hungary on July 19, 1902, she comes of that city lineage in her speech all her life - she went to the United States with her family in 1912. She was naturalized in 1919, the year she married Julius Rosenberg, a businessman.

Her first marriage was dissolved in 1962, and she then married Paul G. Hoffman, who had been the first administrator of the Marshall Plan in Europe after the Second World War. He died in 1974. She is survived by a son by her first marriage.

HIS HONOUR WILLIAM SIMS

His Honour William Arnold Sims, CMG, MBE, QC, a former captain of Nottinghamshire and Bedfordshire county cricket clubs, died at his home in Wymeswold, Leicestershire, on May 5, aged 74.

He retired as a judge in 1981 after serving ten years on the Midland and Oxford Circuits. He was appointed CMG in 1982. In addition to his cricketing interests, he had also been chairman of Bedford Rugby Club and chairman of Nottingham Racecourse.

DR. ROLLO HAYMAN

Dr Rollo Hayman, MBE, formerly of St Thomas's College, Gurnetlawas, Sri Lanka, died on May 8, at the age of 80.

There was hardly a facet of life at STC which his munificence did not enhance - be it the science laboratories, the five-court swimming pool, the outward Bound School, scouting, or the chapel. Some hold that his greatest gift to the college was Mary Rudd, whom he married in 1919.

Appointed an MBE for his services to education - a reward he characteristically maintained - he continued his benefactions to the point almost of impoverishing himself. Recently he became Patron of the Association of Old Boys in Britain, and one of his last acts was to visit the old school in March.

JOSEPH RUTTENBERG

Joseph Ruttenberg, the distinguished American film cameraman, has died in Los Angeles at the age of 93.

He won Oscars for 'The Great Waltz' (1938), 'Mrs. Miniver' (1942), 'Somebody Up There Likes Me' (1956) and 'Gigi' (1958) and was nominated for six others. He was a master of the hard, almost three-dimensional, black and white photography that characterised Hollywood films during the classic era of the 1930s and 1940s, but was also in the forefront of the development of colour.

Born in St Petersburg (now Leningrad), he moved to the United States as a child and became a journalist and news photographer in Boston. He started in films with Fox in 1915, later moving to MGM where he stayed until the early 1960s. He completed his career, which stretched over more than half a century, with Paramount.

He was the director of photography on many famous pictures, from 'Lang's Fury' and the Marx Brothers' 'A Day at the Races' in the 1930s, to 'Dr. Jekyll and Mr. Hyde', which was notable for the use of the subjective camera - 'Madame Curie', 'Gaslight', 'The Forsyte Saga' and the 1953 production of 'Julius Caesar'.

Information & Word Processing CENTRE & EXHIBITION at University 24th - 27th May (one day only) CONTACT: MISS JENNY MASON Tel: 01-222 0857 FOR TICKETS AND INFORMATION

Harry Winston of New York presents his latest creations as well as a selection of his rarest stones Les Ambassadeurs 5, Hamilton Place - London from May 12 to May 19, 1983

£1,000 Premium Bond prizewinners

Table listing £1,000 Premium Bond winners with columns for Bond Number, Amount, and Name. Includes sub-sections for 'The £1,000 winners to the May Premium Bonds draw' and 'Latest appointments'.

دكتور حسن الفضل



PICTURES BY MIKE ABRAMMS

# Today's Office

Office managements are now recognising that electronic technology is the key to improved performance. Allied to this is better designed furniture and lighting.

Derek Harris reports

The concept of the paperless office, relying on a combination of computers, microelectronics and telecommunications, has created a good deal of euphoria in its time. Many companies have jumped on the electronic bandwagon - there are well over a hundred selling word processors alone in Britain - and their forceful salesmanship no doubt made its contribution.

That phase is largely over; it is accepted that the electronic revolution will not occur overnight. Nor will there be a sudden move towards the really sophisticated systems furniture which takes account of future needs like those of the electronic office although refinement of existing furniture systems has made big strides in improving work conditions.

Many offices, however, still boast no more than some electric typewriters, a few photocopiers and perhaps a television set capable of calling up the Prestel viewdata services.

Investments of up to £20,000 in capital equipment per worker are common in manufacturing industry while in offices still going their old-fashioned way investment per head can be little more than £1,000 in equipment.

In a recession, when survival is all, it has not been easy to take a longer view. But just as manufacturers are increasingly realising that automation can increase their chances of success, office managements are recognizing that advanced information and voice processing are the key to improved performance.

World-wide sales of advanced office equipment last year have been put at £3,000m. This year a United Kingdom market worth £48m is the expectation of Butler, Cox and Partners, a leading UK office automation consultancy. This estimate was made after a £250,000 survey commissioned by the Department of Industry with five leading electronics companies (the survey is *The Marks for Office Technology*; £20,000 from Butler Cox on 01-583-9381).

By 1987 the UK market could be worth £320m, Butler Cox believes. Between now and then the British market is expected to generate £600m in sales out of a West European total of £2,900m.

The survey, carried out over 18 months and produced at the turn of the year, is cautious in its projections. It discounts the likelihood of a white-hot revolution over the next few years: "Technologies, products, applications and supplier strategies will evolve. Customers will learn how to apply office technology slowly and often painfully."

Nevertheless, by 1987 the UK market for advanced office systems could represent 15 per cent of the vast market for information technology, from data processing systems to telecommunications.

Data terminals and videotext systems are likely to sell best at first, the survey suggests. But by 1987 there should be a £103m market for terminals integrating text, data, voice and pictures - the full professional workstation.



From typewriter to microcomputer: right, Phil Juddkins, personnel manager of Rank Xerox, using an executive work station.

By that year more than 60 per cent of clerical workers (though only 12 per cent of managers) will be using an electronic terminal in their offices, the survey forecasts. But it mostly leaves out of account the specialized sector of the office furniture market which caters for the demands of the electronic office. This is the systems furniture sector, which this year could add at least £50m more in value as the recession lifts.

More recent studies suggest that there is some 44 million square metres of commercial office space in England alone, with around 6 per cent more being added annually. Most offices are still comparatively small.

Some 9 million people work in offices, well over a third of the country's workforce.

The latest investigation into the prospects for change in the office is the Orbit study\* on information technology and design. Its sponsors include the Department of Industry and British Telecom.

The study says the scope for growth in use of information technology is vast. World market forecasts of an increase in sales volume of 15 per cent a year are now being made. Orbit points out. This could mean an increase of nearly half in real terms over five years.

Some products, such as word processors, are increasing sales by value at twice that rate, all the more impressive because prices have been falling during the difficult period of the recession.

EOSYS, office systems consultants, who are joint publishers of the Orbit study, surveyed 20 companies and found that most were expecting to increase their expenditure on office automation. The biggest increase was expected in desktop systems like word processors and microprocessors. Some 70 per cent of those surveyed expected to spend more on items like these.

Orbit says: "One of the most obvious manifestations in the normal working areas of offices will be more workstations. These will be similar to today's microcomputers, word processors and visual display units but with increasing sophistication, wider ranging capabilities, more customization to meet the needs of different users and a greater emphasis in managerial and professional workstations."

"This will bring a rapid increase in the requirement to link workstations so that they can be used for electronic mail and to access databases."

Multi-task workstations are expected for one in six office

## The big change facing most clerical workers

workers within five to 10 years with one workstation for every three office workers in 10 to 15 years. Some sectors will embrace the new technology more quickly than others, Orbit suggests. In the finance sector one workstation is expected for every six employees within five years. Some companies already have more.

Nevertheless the study accepts that paper will be around for many years yet. Electronic filing is expected to account for less than half of stored documents for the next 15 years.

Similar conservative predictions are made about voice and text storage, store and forward message systems and about the transmission of document by digital means.

There are still some constraints to the rate of introduction of new technology into the office, Orbit concludes. Despite progressively cheaper systems, the cost and lack of standardization are still real barriers.

More and more multinational companies have nevertheless been moving into office automation. IBM and Apple, two of the best known names in computers, recently launched new microcomputers as the cornerstones of their electronic office systems. Wang is already deeply involved in the office market. So is Rank Xerox UK.

There are already 180,000 personal computers in use in British business establishments, according to the National Business Equipment Survey (NBES). The market could increase by a half this year, NBES suggests.

Facsimile transmission is another big growth area, according to Mr Gautam Barua, director of NBES. Kalle Infotec, part of Hoechst, and ITT have been making much of the running recently but other contenders include Rank Xerox and, among the Japanese, National Panasonic and Canon.

A bewildering array of companies are vying for part of the office automation business. It is blurring the old boundaries between computers, telecom-

munication and general electronics. From the telecommunications route, for instance, there have been entries into the office market of companies like STC, Plessey and General Electric Company (GEC).

Olympia International is a typewriter company which has now developed a wide range of office equipment including computer-interfacing printers, calculators and dictation systems. Olympia estimates that between 1976 and last year the typewriter market has seen a decline in mechanical machines from 58 per cent to 39 per cent while electrics have risen from 42 per cent to 49 per cent, with the newer electronic models now at 12 per cent. Of these, word processors account for 3 per cent and electronic typewriters 9 per cent.

Olympia expects electronic typewriters - to which it claims a 30 per cent market share of those in place - to take 72 per cent of the market in the next three years.

Rank Xerox, although now involved in most aspects of office equipment, still has its strongest presence in the copier market. Although hard pressed, particularly by Japanese manufacturers, Rank last year accounted for about 29 per cent of copier sales, according to

NBES. Among the Japanese makers Canon had 9 per cent market share and U-Bix 9 per cent with Minolta at 7 per cent.

The revolution rolls on, but there are obvious hurdles. Office buildings are ill-equipped to take the wiring complexity, extra weights and additional heat of the new machines. Office staff and managers also have personally to adapt to the new equipment. That has raised many questions from fatigue and health to the ergonomic design of equipment and the provision of adequate lighting. But the Orbit study does make this point: "Although there are some exceptions, most studies of staff reaction to working with new equipment show a high level of satisfaction and a growing sense of confidence and job involvement."

\*The Orbit Study: Information Technology and Office Design; £200 from DEGW, 8-9 Bulstrode Place, Marlybone Lane, London W1M 5FW.

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digital

WORD PROCESSORS

# Loving the machine more than the boss

Technology often has the frustrating tendency to lead, rather than follow the market, and this was endorsed by a recent survey produced by the UK Information and Word Processing Association (IWP).

The main conclusions from the survey indicated that 1983 will be another year of high sales growth for word processors and office computers. However the equipment users are still faced with a host of problems which make selection and implementation difficult. The IWP survey highlighted in particular:

- the difficulty in justifying the cost of buying systems
- the widening choice of hardware further complicated by the overlapping capabilities of microcomputers and dedicated word processors
- the need for more advanced communications facilities

The respondents were drawn from 700 word processor users, and 88 per cent said they were planning to acquire more word processing equipment this year. The overriding criterion for selection was reliability, and price was of secondary importance behind such factors as ease of learning, and the vendor's ability to provide future integrated office systems.

Secretaries were seen as almost unanimous in welcoming the introduction of the word processor (wp) and there was a

trend in training wp operators more through in-house instruction and self-taught packages, with little emphasis on suppliers' training courses.

The IWP has often criticized the after-sales service in such areas as training by the manufacturers and according to Harace Mitchell, their national programmes officer, there is a distinct and definite shift towards the supplier "unbundling training and customer support, and charging for it, if offering it at all". The IWP does not enjoy witnessing this trend, but appreciate this has created an opportunity for other businesses to supplement this manufacturers' neglect.

About one third of respondents to the IWP survey saw information technology (IT) having some effect on secretarial numbers, but more than two thirds considered the change in secretarial deployment far outweighed the risk of unemployment.

The lack of help from the IT industry in providing user help and practical after sales advice and support, has forced the IWP to give such guidance in their seminars at the forthcoming user conference being held in parallel with the International Word and Information Processing Exhibition\* at Wembley Conference Centre in London, May 24-27, 1983. Speakers "with practical know-

ledge and experience, rather than famous names or paper qualifications are the criteria used for the seminars" says Mr Mitchell, when discussing the conference "streams": a word processing stream and an "information processing" one, the former catering for the first time user and those wishing to get improvement out of existing systems, while the second stream relates to the existence of office systems through communication and dp/wp integration, concentrating on the more serious management approach to the planning and implementation of office automation.

Secretaries will have access to better information through IT, and using their ideas and information is every bit as important as word processor selection. Gale Chisman, a secretary with Truman Ltd, the brewing part of Grand Met, endorsed this by saying that executives could be much more productive if "they listened to the ideas and information flowing to them through their secretaries. Of course a word processor would make me more productive, especially with regular routine work, or major reports, but executives need to utilise the secretarial functions better, whether there is a word processor or not".

The need for executives to appreciate the scope and poten-

tial of word processors, was emphasized by Aubrey Wilson, the marketing authority, when his secretary Jan, got her Adler word processor.

"She insisted that I sit down with her and understand with her just what this machine could, and could not, do to help me," says Wilson who admits to having been reticent about the introduction of IT into his offices. He was completely convinced within a day, as "the effect on improved productivity was instant, says Wilson. "She loves her machine, more than

her boss unfortunately, but it was the way it was introduced that was just as vital as the choice of equipment".

Unions do not like to be bombarded with change and new technology and Leslie Rubert, the Nalpo official who is chairman of Brent Council's joint negotiating committee, considers there is much more scope for managers, users and trade union representatives to sit down and discuss the opportunities of new technology before it is bought.

He says: "We have had

situations in Brent where equipment has arrived and been introduced without consultation and users' job roles and tasks have been changed without consent. This is the wrong way to introduce office automation - agreements must be reached first."

The traditional division of labour between executive and secretary is close to collapse, according to John Pardoe, the former Liberal MP who is now MD of Sight and Sound, the office training organization. Sight and Sound is the largest

keyboard training organization in the world, with 11 colleges in the UK, and is about to become one of the largest managing agents under the Government's new youth training scheme. He says there is an urgent need for executives to "overcome the prejudice of class and gender that invariably assigns keyboard functions to female secretaries, but even the IWP survey found that over 50 per cent of their respondents "foresee difficulties for managers using work stations."

Sight and Sound gives programme tuition in keyboarding and appreciation to operators of computer application, an essential training at a time when word processors are becoming increasingly more advanced.

In 1979, Olympia International launched the world's first standard electronic typewriter, and now four years later has seen the innovation of screen extensions to that typewriter. These offer the facilities of a dedicated word processor at a fraction of the price and means that hitherto "dead end" standard typewriters are now readily upgradeable.

The ETX-1 is promoted as a low cost alternative to multi-

station word processing systems and, if purchased with the standard electronic typewriter, can mean a complete screen-based text-processing system for less than £1,800.

WORDNET has also produced its 2,000, the missing link which can connect up to eight different typewriters, golfball or electronic with any make of word processor. Costing less than £4 per typewriter input station per week it brings the technology within reach of many smaller organizations which, according to the IWP survey had previously found it difficult to justify the cost of wp equipment.

New electronic interfaces are now being launched like Olivetti's OCTET KSR/MSR which can be used as an adjunct in its standard ET 121 electronic typewriter. This enables the typewriter to be used as a letter quality printer for a micro, and adds a further 4,000 characters to the ET's one line memory. It also enables the typewriter to "communicate" with a third party such as another Olivetti machine, telex tape, or word processor.

Many offices still only have dictating machines, but this is changing as the manufacturers, like Philips and Dictaphone, extend their interests into word processors and other areas of office automation. Dictaphone's centralized dictation systems are today no longer the desk-top machines with limiting devices of 10 years ago, but are purpose designed systems capable of getting words direct from the author's desk to the typist, and back, as quickly as possible.

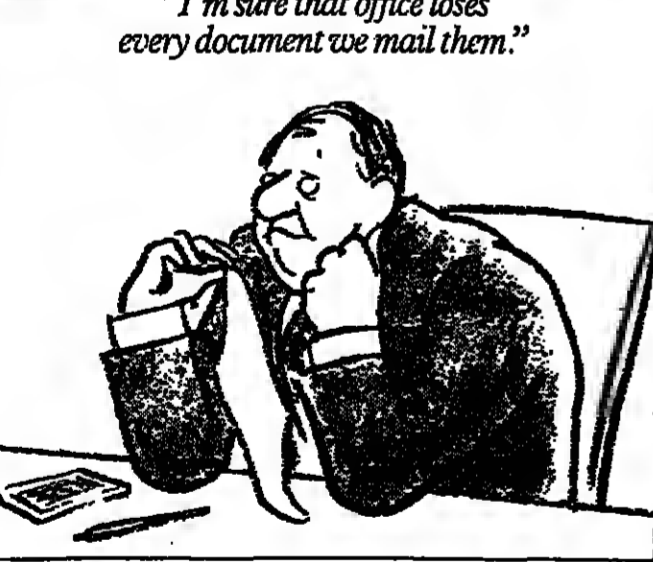
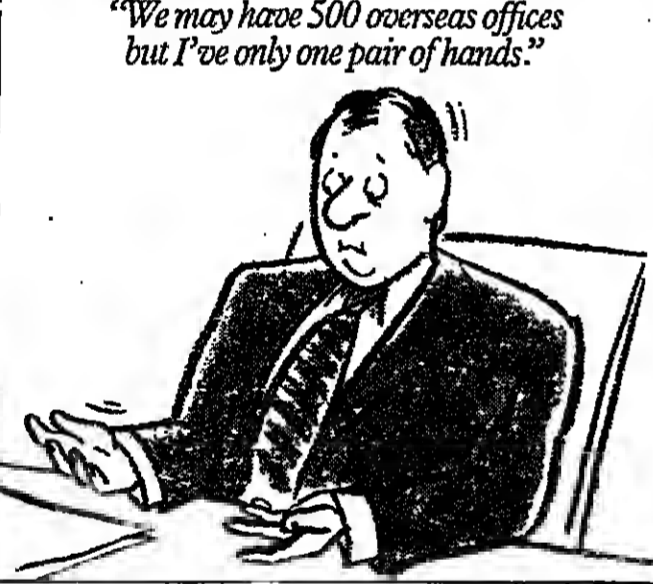
But the complexity of equipment on the market, usually in digital disguise, confuses the users. With a tendency to concentrate on selling, rather than service, complacency within the IT industry breeds contempt in its potential users.

"User friendliness" may be the topical theme for the manufacturers, but as the IWP survey has endorsed, too many users only see this "friendliness" up to the buying stage, and very little thereafter. If only they appreciated how important the secretary was to an organization's office automation strategy then manufacturers might extend their "friendliness" long after they have sold their product.

\*Details available from Quadrant, telephone 01-242 8697

Lynda King Taylor

Hugh Channon, administration manager of the Arthur Andersen company, where office automation has rapidly changed from being just a sales story for word processing to become a major investment area for the company.



## INFORMATION

# Why executives feel the pinch

The average office worker is interrupted every 17 minutes. True office automation, says Dr Rich Sneider, manager of planning and development for Data General, has to consider this problem at all levels of office work.

Typing represents only one per cent of an office's budget, according to Sneider, five per cent on the professional, managerial and executive level. A company which is considering word and data processing in isolation from the activities of the office as a whole is, Dr Sneider says, "ignoring cost effectiveness, and also ignoring executive communications resource they should be."

Information is a corporate resource, and as such, office automation has to deal with the managing of information from a total corporate perspective.

According to a recent survey by the Information and Word Processing Association (IWP), few companies have an office automation strategy and few executives want to operate VDUs or work stations.

A recent experiment, by a UK subsidiary of IBM involving groups of managers and secretaries, tested how executives and other professionals accept the "paperless office". It confirmed that in most cases, the transition from pen or pencil to fully integrated work station by executives was seldom beyond the experimental stage.

This experiment, and a survey by Booz Allen and Hamilton, showed that executives, in the main, are remarkably unwilling to use new forms of office equipment personally, even the dictating machine, which can produce dramatic gains in productivity, has not penetrated the upper echelons to any great extent.

Executives, it seems, appear to be poor estimators of how they actually spend their time. Booz Allen consultants found wide discrepancies between executives' estimates of how long they expected to spend on a variety of activities and the time actually taken.

Executives expressed apprehension about their abilities to use information technology (IT) systems. This is obviously something manufacturers must worry about if their dream of having a VDU on every executive's desk by the end of the decade is to become reality.

Alan Benjamin, the chairman of IT Year 82 and director of communication of CAP Group, feels that for executives to accept office automation, "there will need to be a major development by the suppliers to make systems for managers much more friendly, and flexible, than they are now. This means that information will have to be accessible in the form which the manager recognises."

In human terms, today's computer is a spoon-fed idiot, but how many manufacturers' bluffs actually illustrate this?

Sales literature expounds the powerful ability of the computer to calculate with a faultless memory and even a communication prowess. It fails to emphasise that the computer cannot think, reason, interpret, or make decisions.

David Burt, deputy managing director of Hellermann Deutch, the electrical connector manufacturers, says that if manufacturers made IT more "personal", more executives would be willing to accept change. All too often, say Burt and Benjamin, executives are made to feel that their jobs are being eroded by the introduction of elusive thinking machines - and that the computer is capable of putting a hundred years' thought into every management decision, which is simply not true.

The key to increased productivity and a sound future is by using new technology and, according to Pactel (the computer and telecommunications arm of PA International Management Consultants), by "managed innovation". Stuart Excell of Pactel says that tight financial control does not necessarily entail a sound economy, and that "by necessity, companies have to study the impact of technological change on their corporate strategy. The lesson is that organisations can no longer leave technology to the R & D boys. Directors must study and understand the impact of technological change on their corporate strategy, and indeed play a part in defining an overall technical strategy".

But according to executives like Benjamin and Burt, manufacturers make it very difficult for them to answer such questions as:

- What technologies should I invest in to remain competitive tomorrow?
- Who will be my future competitors?
- Where will my competitive markets be in the future?
- What sort of executives should I be recruiting for this organisation in five years time?

Willie Jamieson, senior manager of Arthur Andersen's Consultancy Division says the key challenge to executives is the role of middle managers in the future. How is middle management to be used when information access has been acquired by senior executives themselves through office automation, this level of management could effectively be dispensed with and the work disappear. Jamieson says that if secretaries and support staff have better access to information, then their job roles will be "upgraded" squeezing the middle managers above.

It is imperative, therefore, according to Jamieson, that corporate IT strategies look toward the future recruitment and planning policies.

This is particularly important with middle managers, for

continued on page 19

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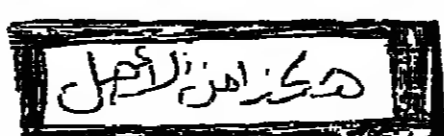
Even with all these developments, however, the actual cost of using the telex has been reduced.

Contact Roger Evans and he'll explain what it means to you.

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\* Telex Plus is a Trade Mark of British Telecommunications.



OFFICE FURNITURE

Design for more work and a lot less waste

The office furniture market, now worth at least £100m a year in sales, has been straggling off the effects of recession in a way the rest of the furniture industry has envied. Furniture sales overall have been depressed for two years, with improvement coming in only at the end of last year. The office furniture market, however, grew last year by 8 per cent.

But a far bigger growth than this has come in that part of the office furniture market which represents the leading edge of designs and techniques. This is the systems sector which produces furniture in a more complex way to accommodate the demands not only of the electronic office but a working environment calculated to improve productivity while adding to individual comfort and convenience.

The best systems also look far enough ahead to allow scope for the inevitable changes which will come in as electronic and other systems proliferate in offices over the rest of this decade.

The systems market, in which there are now more than a score of manufacturers in Britain with some of them offshoots of the overseas giants, last year grew at twice the rate of the office furniture market overall, according to National Business Equipment Survey (NBSE). NBSE puts the sector's annual sales value at about £50m although some manufacturers put the value as high as £70m compared with possibly £130m for the office furniture market overall.

Systems sales have eased in the past few months but NBSE believes that this year will see up to an 18 per cent increase, with the overall office furniture market up between 12 and 13 per cent.

Entirely British companies account for about a third of the turnover in the systems market. Among them are Roneo Vickers and Lucas Furniture Systems, both among the top five producers of systems furniture. Newer entrants include Projects Office Furniture, part of the Bullough Group and Britain's largest manufacturer of wooden office furniture, and G. A. Harvey of Margate which has been attracting trade attention with its latest range of systems furniture.

But the market leader is Herman Miller, a United States based company but now with a substantial production presence in Britain, with two factories in Bath. Miller claims a 30 per cent market share in panel-based systems, trading close to Miller in market share are offshoots of two other United States companies: Steelcase and Westinghouse Electric.

Steelcase is the world's largest producer of office furniture and its European subsidiary is Steelcase Strafor, including a strong French interest with production facilities in France. Westinghouse has production facilities in the Irish Republic.

It is the systems makers which especially have addressed themselves to the problem of the unproductive office. There have been estimates that typists and secretaries spend only 15

per cent of their time actually typing letters and documents, with general administration accounting for 25 per cent of time, being away from the desk another 20 per cent, telephoning 10 per cent and probably another 10 per cent doing not very much. Chasing up records and files can also eat up much time.

The file of systems furniture has changed dramatically from the time when the office

furniture industry simply provided people with desks, chairs and cupboards, according to Mr Neville Osrin, Steelcase's marketing manager in the United Kingdom.

He said: "One factor has been the trend towards office automation with the electronic office as the ultimate development. But there is also a growing awareness that the environmental supports within an office, including the furni-

ture, do play a part in improving productivity."

He added: "Productive work-time is the key. We are finding that by using furniture which is responsive to change the amount of money required to keep productivity at an acceptable level is very much less." Most offices were still grossly ill-equipped to adapt to the new technologies coming in.

The aim of all systems furniture is to cope with the

ducting of electrical wiring for new electric equipment, often providing lighting suitable for work at visual display units, together with layouts and ergonomic seating which increase efficiency and reduce fatigue.

As much as two hours work-time a day can be lost through distractions, according to Mr Osrin. In open-plan offices there was need to tackle problems like lack of privacy, lack of opportunity to concentrate and poor acoustical control.

An entirely cellular office is not necessarily the only answer because varying degrees of privacy can be achieved by using panels of varying heights.

Research back-up is the strong suit of companies like Steelcase which even employ professional advisors to look into the psychology of workers in offices faced with change. "Offices are about people essentially," said Mr Osrin.

Although he expects the impact of microtechnology on the office to be enormous in the next few years, Mr Osrin questions how far there will be more working at workstations in the home or in community work centres. "That is a generation away," he said.

Lucas has developed its systems range after lengthy and continuing consultation with leading computer, telecommunications and microelectronic systems makers worldwide, according to Mr Jack Lucas, the company's marketing director.

With most office furniture makers developing their sys-

Feeling the pinch

continued from page 18

according to an *International Management* survey of companies and academics round the world, it was confirmed that the "whittling away of middle management" was a general problem.

"Suddenly the corporate world has much less room for the middle managers," says Leyland I. Forst, a principal of management consultants A. T. Kearney in New York, who estimates that middle management positions around the world have declined by 15 per cent on average over the past three years.

A solution to this, according to Parry Rogers, personnel director of Plessey, is to split companies into smaller groups. "This motivates middle managers. So instead of filtering information and preparing decisions for other people to take, middle managers at Plessey have found themselves running their own small businesses in the group, with substantial delegated authority."

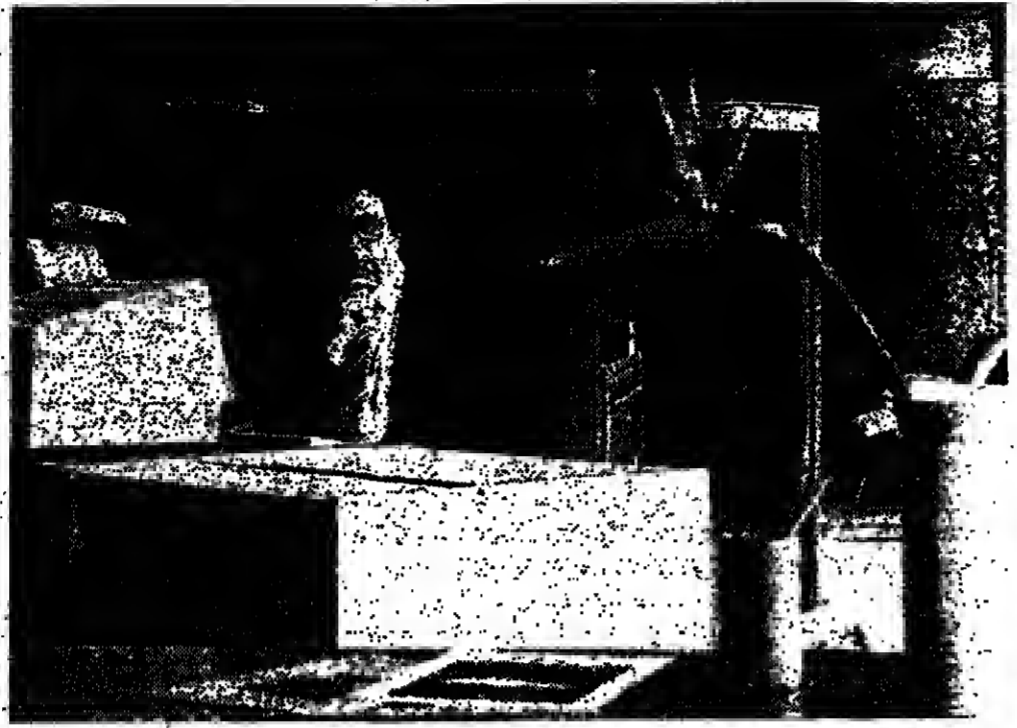
Office Planning Consultants (OPC) also endorse the need for corporate strategies at boardroom level when considering the effect of office automation on executives... "office planning is often wrongly equated solely with space planning and layout, but properly practised it embraces every aspect of administration, whether it is corporate strategy, systems and procedures, job output or job satisfaction."

Alan Frost, general manager of Philips Wood Processing, believes that one of the most vexed choices, particularly for the smaller company, is between two competing items of electronic machinery "should one buy a dedicated word processor, or micro computer with a word processing package?"

According to David Burt, "the content of manufacturer's literature is almost all technical, and many executives wishing to know more about IT may find it uncomfortable to have to contemplate something they do not really understand."

Standard Telephones & Cables have tried to overcome this executive phobia by having a special demonstration centre in central London which aims to present, in a non-technical way, the merits of office automation for the businessman and the potential of information transfer technology.

There could be another answer: the winner of the Philips Business Systems competition to design the office of 2000 AD had all his IT at his fingertips, in a brief case.



Neville Osrin: the electronic office is the ultimate aim

Derek Harris Commercial Editor

Living up to the lavish literature

According to a recent survey, copier machines are fast overtaking the work of duplicators in American offices. The study made by Predicasts Inc, a business information company based at Cleveland, Ohio, shows that the most rapid growth is in plain paper copiers replacing coated paper electrostatic machines as well as offset duplicators.

The same message comes from the UK market, with copiers becoming more compact, cheaper and more capable than ever before and, as a result, more popular, writes Lynda King Taylor.

Technology has improved copy quality and reliability and has allowed for the inclusion of intricate and specialised features on even low volume equipment.

In a *Times* survey for this report, copy quality was regarded as the most important requirement by firms considering buying a copier, whether a simple desk top model or a high

speed, high volume machine. Seventy-eight per cent of the 75 companies approached put strong service back-up second to copy quality, but 63 per cent of the companies were dissatisfied with aftersales service and complained of misrepresentation by salesmen.

The most frequent complaint was the machines' failure to live up to the salesmen's lavish literature, and the bigger the manufacturer the greater the number of complaints. Companies in the low to middle volume end of the market attracted fewer complaints, and this may be because this is where there is sharp competition. Many firms have a medium sized copier for each office or floor, rather than one central machine, and this trend

towards decentralization favours the low and medium volume sectors, with companies like Canon, U-Bix, Minolta and Sharp competing with a myriad of models and modifications.

Some companies, like U-Bix, a subsidiary of the Mitsubishi Corporation, have grown considerably over the last few years, and U-Bix will be launching two new plain paper copiers this month as well as two new desktop machines. U-Bix has a good reputation for after sales service probably because its dealer network is carefully chosen.

Competition also breeds fierce price wars, with even the prices of new copiers being discounted. In trying to maintain profits, more and more manufacturers are selling

COPIERS

through dealers - even companies like Rank Xerox, with a history of established direct sales forces.

More than 90 per cent of the companies surveyed were dissatisfied with reliability and the aftersales maintenance service. Although happier with copy quality, they found that performance was not nearly as good as the makers had claimed it would be. Complaints of deterioration between service calls were also high and many respondents wanted more service visits.

However, it is expensive providing good service back-up. Some dealers complained that manufacturers did not train

their sales and service staff sufficiently and with the proliferation of features and gimmicks on machines even the dealers themselves were sometimes not aware of changes in product ranges.

There is such a spectrum of styles on the market from the recently launched AP 1600 auto printer by Ricoh, a Japanese company, which offers reprographic packages for the smaller business; to the world's smallest photocopier, the Sirius PC16 by ACT Office Product, measuring just 16in by 18in by 7.2in. This typewriter-sized model, is, according to Terry Lloyd, managing director of ACT, indicative of "a new trend towards decentralization of office equipment."

These machines will also

appeal to the customer whose workload is not so great and who previously would have found it difficult to justify a large machine. Maintenance is virtually eliminated with this type of machine, and one can even get copies in a range of colours, black, brown and blue.

Minolta is also introducing a new range of plain paper copiers at the Copiers '83 exhibition, to be held at the Cunard International Hotel, London W6, May 17-20, and is another example of a Japanese company sweeping the copier market. It is difficult to buy British when considering copiers, and anything that works and which isn't Japanese comes from Germany or the US.

It is well worth having a machine on trial for at least two

months before buying, for many machines simply will not do all that the sales literature claims. This is particularly true of the smaller models with a range of features, like pause, reduction, enlargement, mono component tinner, and cold pressure fusing.

"Sending an idea around the world in 40 seconds", is the result of what Canon calls the perfect marriage of telephone and copier. A telephone provides instant verbal communication, the copier, instant copies. The new Canon FAX provides both, through copy transmission. The original document is placed on the machine, the recipient is then dialled by phone, and in 40 seconds detailed copies of documents or drawings can be sent over ordinary telephone lines anywhere in the world. The FAX 401 indicates the technology trends in facsimile transceivers which are slowly beginning to make an impact in the world of copiers.

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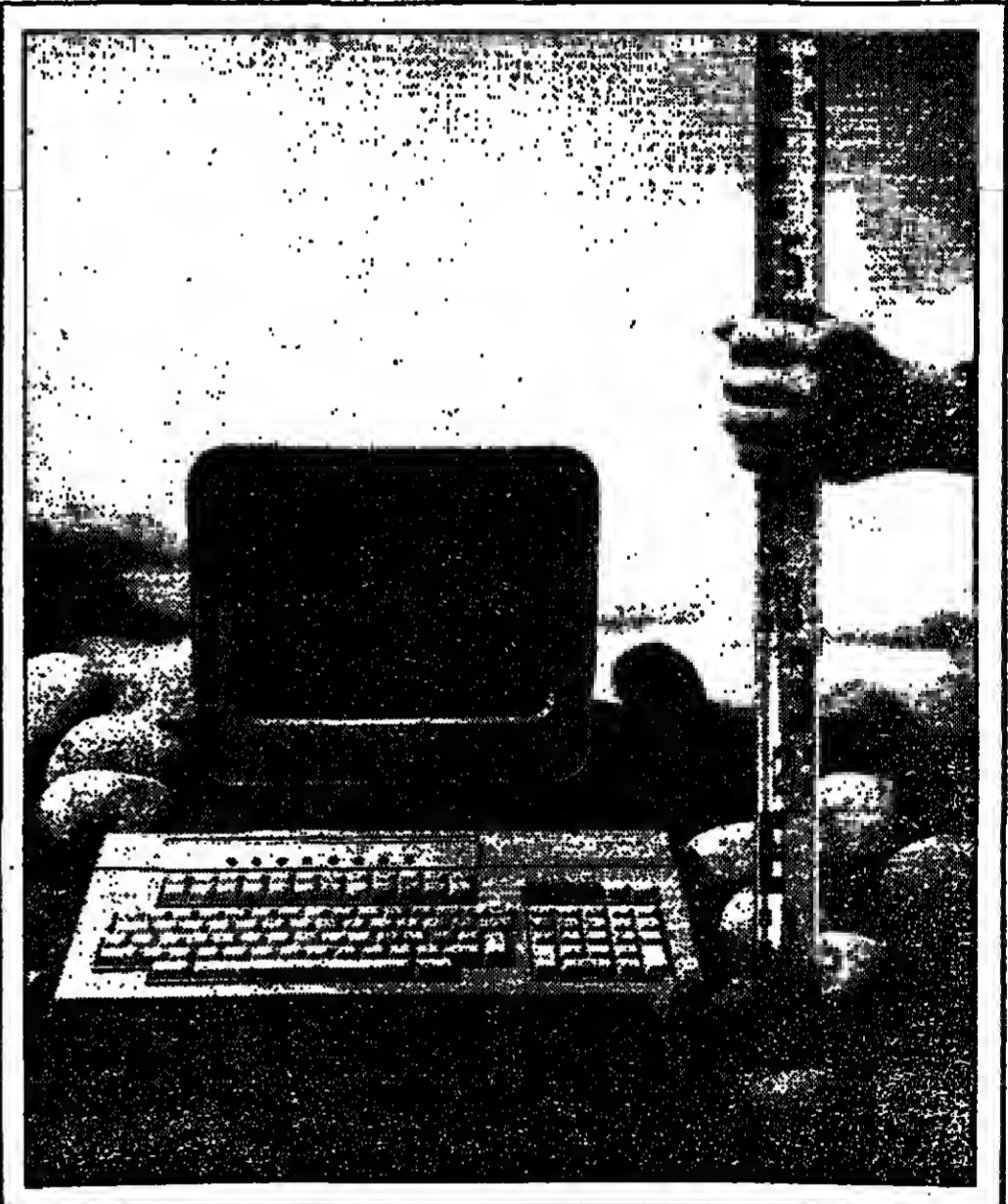
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TELEPHONES

# Switching away from cord and plug

The private telephone exchanges operating in Britain today present the greatest range of contrasts in the history of the office.

At one extreme are antique manual switchboards at which an operator sits, plugging office workers into contact with the outside world. Cord-and-plug exchanges, little changed from the 1890s, really do survive in a few old buildings. And manual switchboards of a more recent vintage live on in surprising numbers.

The latest digital PABXs (private automatic branch exchanges) represent the other extreme. They switch both voice and data, within the office and to outside telephones and computer terminals, integrating all communications in a single network. It must be remembered that they still belong to the office of the future: there are fewer integrated digital networks in Britain today than cord and plug.

Remember too that a digital PABX, switching voice and data on conventional telephone lines, is not necessarily the most appropriate system for transmitting information within the office. If the volume of data is high, as for example in a highly automated office with an electronic workstation on every desk, a special cable - the local

area network - may be required to cope with internal traffic.

The local area network supported by most equipment suppliers is Ethernet, developed originally by Xerox. However, there are many other types, and Datapoint's Arc network still leads in the number of installations worldwide.

Digital exchanges switch both data and voice as a series of on-off binary digits (the "bits" of computer code) instead of the continuously varying analogue signals by which the telephone system traditionally transmits speech. The prime advantages of a digital network, apart from voice-data integration, are speed of switching and accuracy of transmission.

Obviously you enjoy those benefits to the full only if every element of your network is digital. Speed and quality inevitably suffer if the signals have to be converted from digital to analogue for part of their journey.

There is no difficulty in installing a fully digital network within a single office, but long distance communications with the outside world are a different matter. The conversion of British Telecom's public telephone network from analogue to digital switching is just beginning, with the introduction of the first System X



Dealers using British Telecom's communications terminal combining telex and computer.

letter X can represent either a symbol for digital or an abbreviation for exchange). Mercury, its competitor, will also offer companies private lines for digital transmission.

So, for the first time, a company can now plan an entirely digital private network within Britain, with electronic facilities connected by X-stream lines leased from BT. One of the first companies actually to install an integrated network of this sort is Blue Circle, which is spending about £3m on a system with eight large PABXs

(SL-Is from GEC's Reliance Systems) and about 50 smaller exchanges (mainly Mosarachs from BT).

Under the tidy and uncompetitive arrangement that existed until the current liberalization of the British telecommunications market, BT enjoyed a monopoly on the supply of small PABXs (serving fewer than 100 extensions) which it bought from a select band of manufacturers (GEC, Plessey, STC, TMC and, a recent recruit, Mitel). On the other hand, customers purchased large exchanges directly from a few approved manufacturers (foreign companies were excluded unless they agreed to make the equipment in Britain).

Liberalization is beginning to break down the barriers. This year BT loses its sole right to supply small PABXs, though the technical approvals process for new, privately supplied equipment is running so far behind schedule that the real benefits of competition may not be felt until next year.

Purchase prices of BT's smallest exchanges start at about £1,000 for the Senator (made by GEC) and Ensign (TMC), which serve as few as four extensions. Maintenance charges will be at least £15 a quarter. At the other extreme, the largest PABXs with thousands of extensions cost several hundred thousand pounds.

After a thorough analysis of the future prospects during liberalization, the office equipment guide *What to Buy for Business* advised companies not to buy PABXs to take them into the 1990s until "true competition" arrives: "Wait a year or two, and you'll have more to choose between, you'll pay less and you'll get more."

Clive Cookson  
Technology Correspondent

MAIL SERVICE

# Coming to the rescue of the daily post

Despite all the forecasts which have been made about the arrival of electronic mail and the disappearance of paper, sending a message from one place to another remains much as it has always been. The message - whether it is an invoice, a sales letter, or anything else - is written on paper, an envelope is addressed, the paper is folded and placed in the envelope, the envelope is stamped or franked, and finally it is posted.

The entire activity is vast. There are 26 million letters and parcels being mailed each day by the business sector in Britain, and handling them all is a highly labour-intensive operation.

Indeed, in many companies the mailroom is the last outpost of the pre-technological age. But if electronics is not yet replacing paper, it is at least coming to the rescue to make mail handling more efficient.

There can be no single answer to making efficiency, because mail is generated and delivered in so many different ways. At its simplest, there is a secretary typing letters and putting them in envelopes. There is scope for automation only when all the letters from all the offices throughout a single organization arrive in the mailroom to be posted - usually late in the afternoon.

More amenable to modern handling methods are semi-standard documents like invoices and statements, which can be generated at high speed by computer. They demand equally high-speed mailing techniques if there is not to be a bottleneck.

Finally, there is bulk mailing of sales literature and other promotional material, where the scale of operations means that a whole array of technology can be brought into play: laser printing, automatic folding and insertion, and automatic sorting among them.

For years, many companies have been easing the log-jam in the mailroom by franking everyday post, rather than sticking on stamps. Pitney Bowes, a leading company in mail processing, estimates that the UK market for meter franking is worth about £20m, with 135,000 users.

Electronics is now being applied to this aspect of mail processing in a big way. Pitney Bowes has introduced a postage meter which can be hooked up to other pieces of equipment, such as scales and accounting

systems. By linking a parcel scale to the meter, for example, the weight is automatically converted into the cost, and a correctly printed postage label is produced.

The chore of taking the postage meter to the nearest Post Office when the credit level expires, so that the meter can be reset, is also on the way out. Pitney Bowes has introduced a system called RMRS (Remote Meter Resetting System), which allows postage re-crediting to be carried out by phoning a computer from the office or mailroom. This takes only 90 seconds, compared with an average of 40 minutes for the return trip to the Post Office.

Centralization of computer printouts and mailing operations can result in some impressive savings. One company which took this course estimates that it reduces its 1982 postage bill by about £20,000. Another user, this time a local water authority, has invested £100,000 in systems of this type, but it expects the cost to be recouped within two years.

One example of the advantages which modern equipment can provide is the sorting of outgoing mail by post-code. As the Post Office offers discounts of up to 30 per cent on the postage for mail sorted in this way, there are immediate hard-cash benefits.

Some of these systems are only applicable to large organizations with substantial volumes of mail, but other equipment has been designed for the smaller user. A recently introduced machine is small enough to stand on a table-top, and will automatically insert invoices, statements, and direct-mail literature into envelopes.

Equipment is also on the market which can take care of folding, envelope sealing, label-



Handling the mail with the Pitney Bowes telephone computer system.

ments under way which could mean that although paper survives, mailing as we know it enters a period of drastic change. Already increasing numbers of businesses are transmitting urgent documents by facsimile, in which the input and output is on paper, but the actual transmission is electronic.

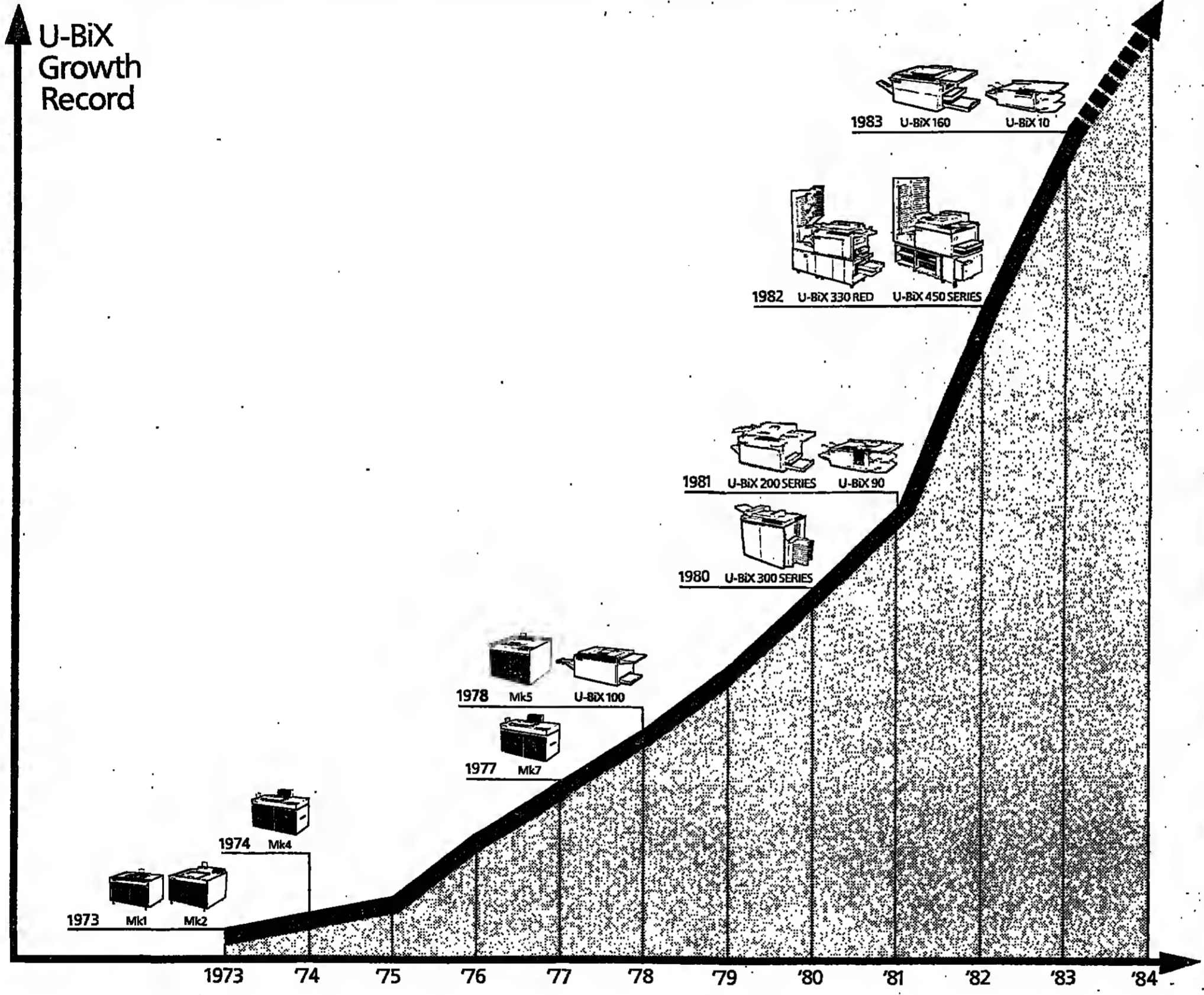
British Telecom will also shortly be introducing teletex, a kind of super-telex which will allow a secretary to type a letter on a word-processing terminal, which could be anywhere in the world.

Unlike telex, teletex offers a full character set and an A4 layout, so letter-quality messages can be sent. Teletex will be faster than telex, and cheaper than either telex or mail. It is expected that an A4 page of 1,500 characters will cost a maximum of 4p for the United Kingdom mainland, compared with 30p for telex and 16p for first-class mail - the latter offering only next-day delivery.

Beyond fax and teletex are the fully electronic systems, in which messages are created, sent, stored, and displayed without any paper being used at all. Electronic mail systems exist today, and many users have found them of value, particularly as a method of inter-office communication which is more effective than the time-honoured memo.

But while fully electronic systems will continue to make inroads, the effect on traditional mailing methods based on paper is likely to be slight, at least for several years to come. What office managements will see, though, is an increasing variety of more advanced electronic aids to handle that paper more effectively.

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EQUIPMENT LEASING



Pam Ayscough: 'once you have leased it you're stuck with it'

The year 1982 saw a ten year record for the equipment leasing industry. According to the latest available annual report of the Equipment Leasing Association (ELA) computer and office equipment leasing continued buoyant and, at £447m, showed an increase of 26 per cent over the previous year.

When Sir Geoffrey Howe addressed the association last year, he emphasized that the growth of leasing has kept investment in the economy at a higher level than would normally be the case. In the UK more than 11 per cent of all new capital investment is financed by way of leasing, and despite the problems of recession and unemployment, the UK accounts for a third of the total European leasing market.

The association admits that leasing offers an attractive alternative source of funding for companies, and there has been an increasing trend towards larger and longer transactions - in 1982 50 per cent by value of all leases were for terms exceeding five years. Many groups, including some of the largest blue chip companies which had previously used leasing mainly for smaller items of plant and equipment, turned in 1982 to leasing as a source of finance for much larger items. Had leasing facilities not been available, it is unlikely, says the association that "that investment by industry during the recession would have taken place on such a scale".

Though leasing is not new - its origins can be traced back to the middle of the nineteenth century mainly in the coal and rail industries - it was not until 1980 that the importance of financial leasing as an alternative to hire purchase and loan facilities was acknowledged. Sir Geoffrey Howe, in his 1980 budget speech, said that leasing

Making sure about the small print

finance "has become an important - in many cases essential - source of finance for investment in manufacturing industry". In equipment leasing, as practised by members of the ELA, the actual supplier of the equipment is entirely independent of the lessor and the equipment is chosen by the user who then negotiates a lease. Leasing companies are not the equipment vendors or manufacturers, but rather financial institutions who are in business to lease items of capital equipment which their customers wish to use.

Leasing agreements can be very complicated documents and often many lessees sign them without fully realising the commitments and compromises. One reason is the eagerness of the lessee to acquire the equipment, usually at a time when there is a lack of ready cash available.

Although some lessees have said that leasing does away with concerns over obsolescence as the lease agreement can provide for a replacement machine as soon as technology development offers a significant advantage, a cursory sample taken last week revealed that many had leasing agreements which prohibited cancellation in favour of replacement or upgrading of models.

Pam Ayscough, who runs PA Secretarial Services, highlights

some of the problems she has encountered with leasing, saying "once you have leased it, you're stuck with it." She has been left with a word processor which did not come up to standards of expectation or performance. She complains that the leasing charge does not always cover all the extras, necessary - paper, feeders, acoustic hood, software, insurance, printwheels, diskettes, ribbons, training manuals and so on. On signing a leasing agreement, one should ensure that the cost includes training, for if one has to pay extra to be sent on a training course, this adds further expense, which "can paralyse the cash flow".

Miss Ayscough encounters the same problems when leasing photocopiers, and insists that seldom does the leasing charge include the charge per copy. "This can be substantial if dealing in large quantities even though it may sound small when the manufacturer is talking of the charge for just one copy. In the excitement and eagerness to exchange contracts and get the equipment, one forgets all the extra costs such as collating accessories, supply paper and after sales service."

She, like other members in the survey, felt that rental or outright purchase were preferable so long as these options did

not put a strain on the company's borrowing power or cash flow.

The rule of thumb appears to be to ensure that leasing agreements contain as much of these add-on costs as possible, particularly maintenance and insurance charges. The higher the cost of the equipment being sought, the more likely leasing offers attractions over outright purchase, with the former not involving considerable capital outlay. But some individuals in the survey felt the advantages of leasing "did not come free". The lessor always owned the machine, and therefore it can never be shown as one of the lessee's assets, and usually "the lessee is not allowed to sell the equipment". The fact that the costs of leasing agreements are not normally shown on the balance sheet, and that they are "disguised debts" does offer the possibility, and danger, that they will become forgotten liabilities.

A careless company could find injudicious leasing agreements contributing to over-commitment. Once a lease is taken on, the company is committed regardless of its fortunes. Leases may be the ideal way for a company to use the most effective technology, but they require a continuing awareness and the same self-control as a personal credit card.

Many companies regard a lease as a continuous drain on resources, but the ELA would see them as self-financing, because the resultant increased efficiency generates income to meet the charges and costs.

Initially though, it may be more prudent to rent the equipment on trial, and only commit the company when confident of its competence and cost.

Lynda King Taylor

SATELLITES

Getting messages from above

The network of satellites over the equator launched for the International Satellite Organization (Intelsat) has been described as a communications satellite network around the Earth. Those spacecraft have made McIlvan's concept of the "global village" a reality by bringing disasters like earthquakes and famine, the politics of Eastern Europe and Central America, and international sporting and entertainment events into the living room.

Directed broadcasting satellites (DBS) will soon bounce signals direct to the viewers' television set. But this revolution brought by satellite technology is not confined to the domestic services for tele-

vision and telephone subscribers. Business and industry are reaping benefits that will become increasingly noticeable.

Telecommunication links have provided the channel for rapid exchanges of digital data often in different countries. The route over which computer data or a telephone call is carried between, say, Birmingham, England, and Birmingham, Alabama, could be a mixture of terrestrial cable, transatlantic satellite and radio link.

Until recently those details were of little significance to the subscriber. Now there is a surge of interest by large commercial and industrial firms in the prospects of by-passing the

telephone network and transmitting voice and data over special satellite networks.

The stimulus for space communications applied to industry and commerce began in the United States with the formation of Satellite Business Systems (SBS), a jointly owned company of IBM, Actra Life and Comsat.

In the past most satellite systems operated at a frequency designed to allow the space link to be tied-in without difficulty to the terrestrial connection which distributed signals from ground stations to the subscribers.

Many of the current designs of satellites use a new technology and higher frequencies

of operation that allow signals virtually to pepper the terrain beneath without interference.

Small antennae are placed on customers' premises, and as far as the subscriber is concerned the signals arriving at that address make it look as if the satellite conveying them is dedicated solely to that purpose. In fact, it merely means the receiver is filtering out only those messages with the right address code.

High-speed computer-to-computer data transmissions via this type of satellite are rare. Nevertheless, in the United States newspapers like the Wall Street Journal would be almost impossible to deliver without satellites to transmit copy for remote printing. International news magazines like Time are in the same position, and The Economist uses the technology to supply copy from the UK for its important North American circulation.

Direct receiving antennae are therefore sprouting on the roofs of office blocks and on the edge of industrial estates for collective use across the US. The services in use cover television conferencing and the electronic distribution of mail; in addition to telephone and computer traffic.

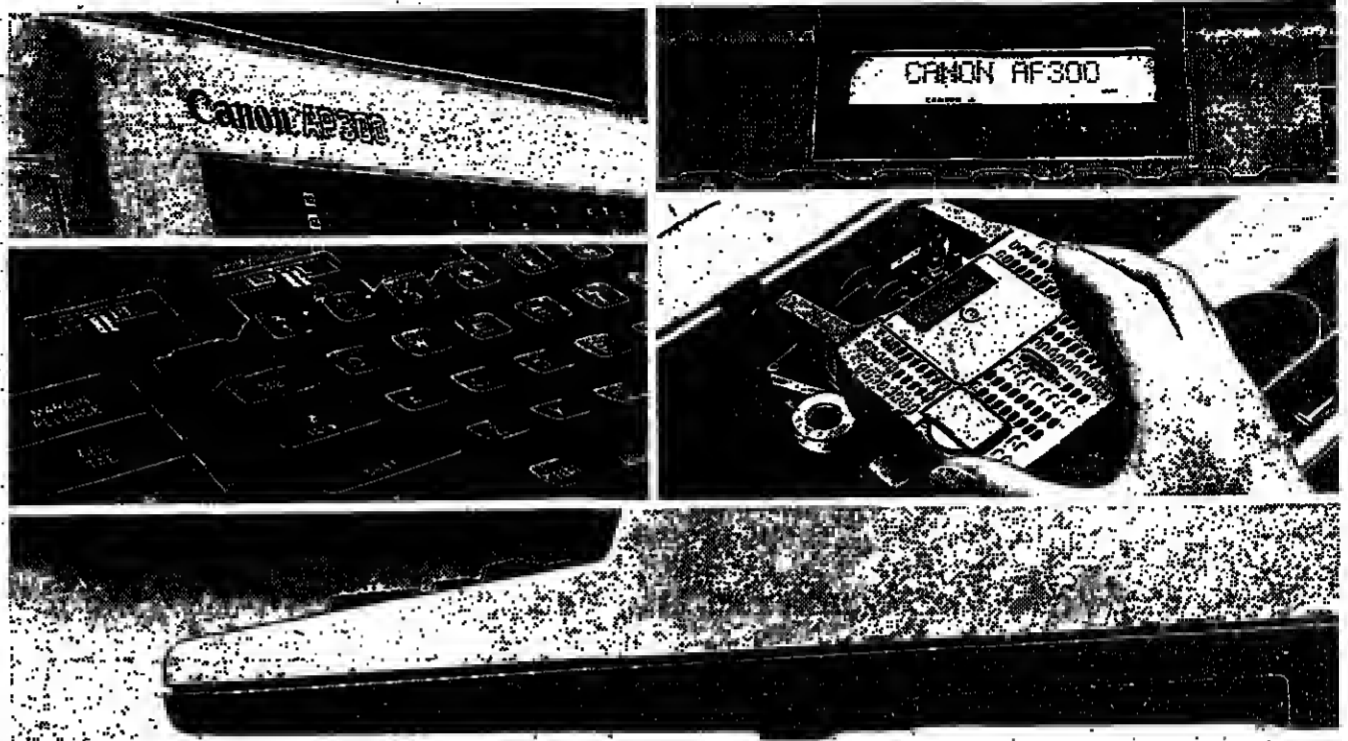
Innovation moves more rapidly in the US because of an "open skies" policy which allows a large number of competing satellite services. There are eight American vendors with satellites in orbit, and three of them specialize in business services. Furthermore, a subscriber can buy satellite services in bulk and resell the unused capacity.

An agreement between SBS and British Telecom can open some of these advantages to the multinational firms. Although business exploitation in Europe is at an embryonic stage, the potential savings are there. Large manufacturers or banking and insurance companies in Britain have terrestrial communications networks consisting of thousands of circuits, and those links are paid for according to distance. Earth stations must become an increasingly attractive substitute on price and reliability grows.

Pearce Wright  
Science Editor

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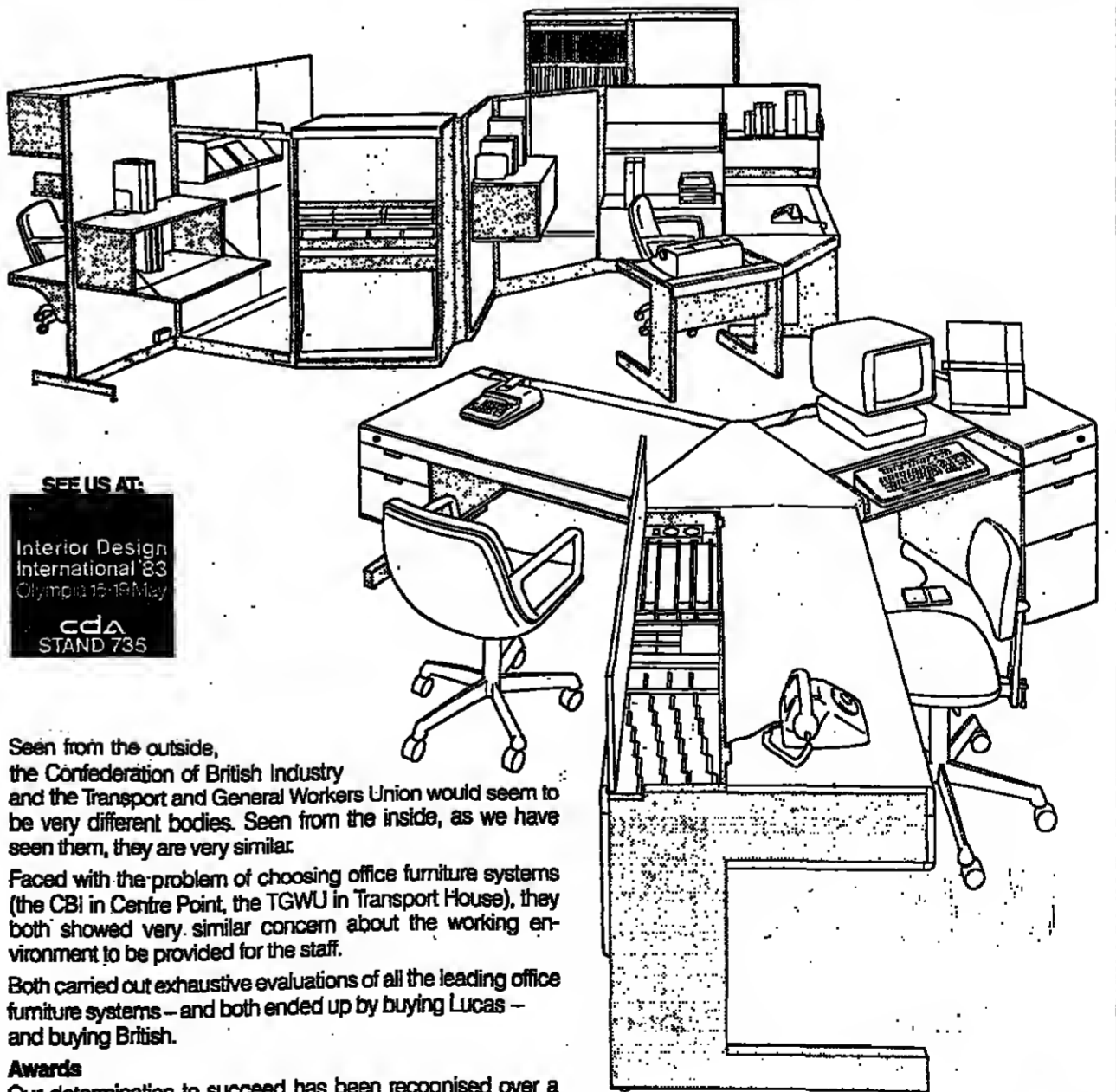


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How the CBI and TGWU came to agree on working conditions



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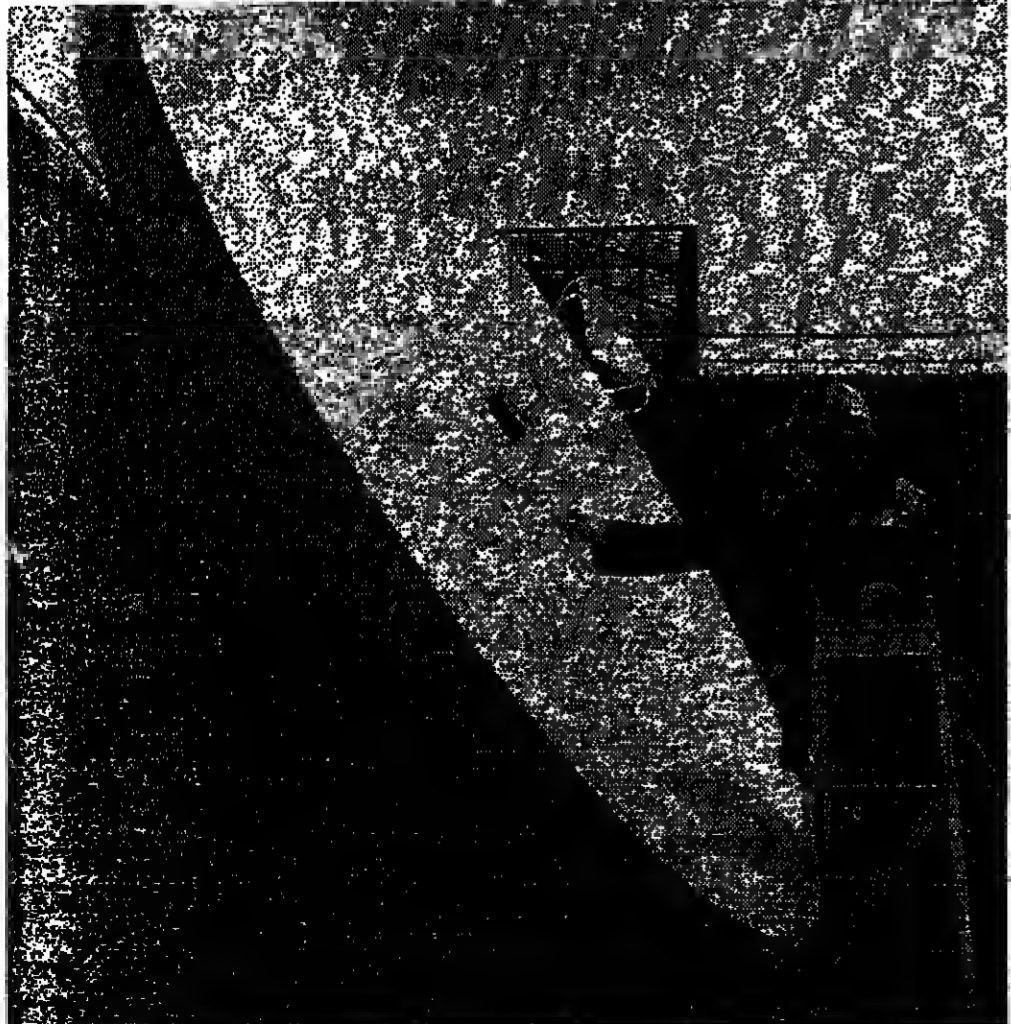
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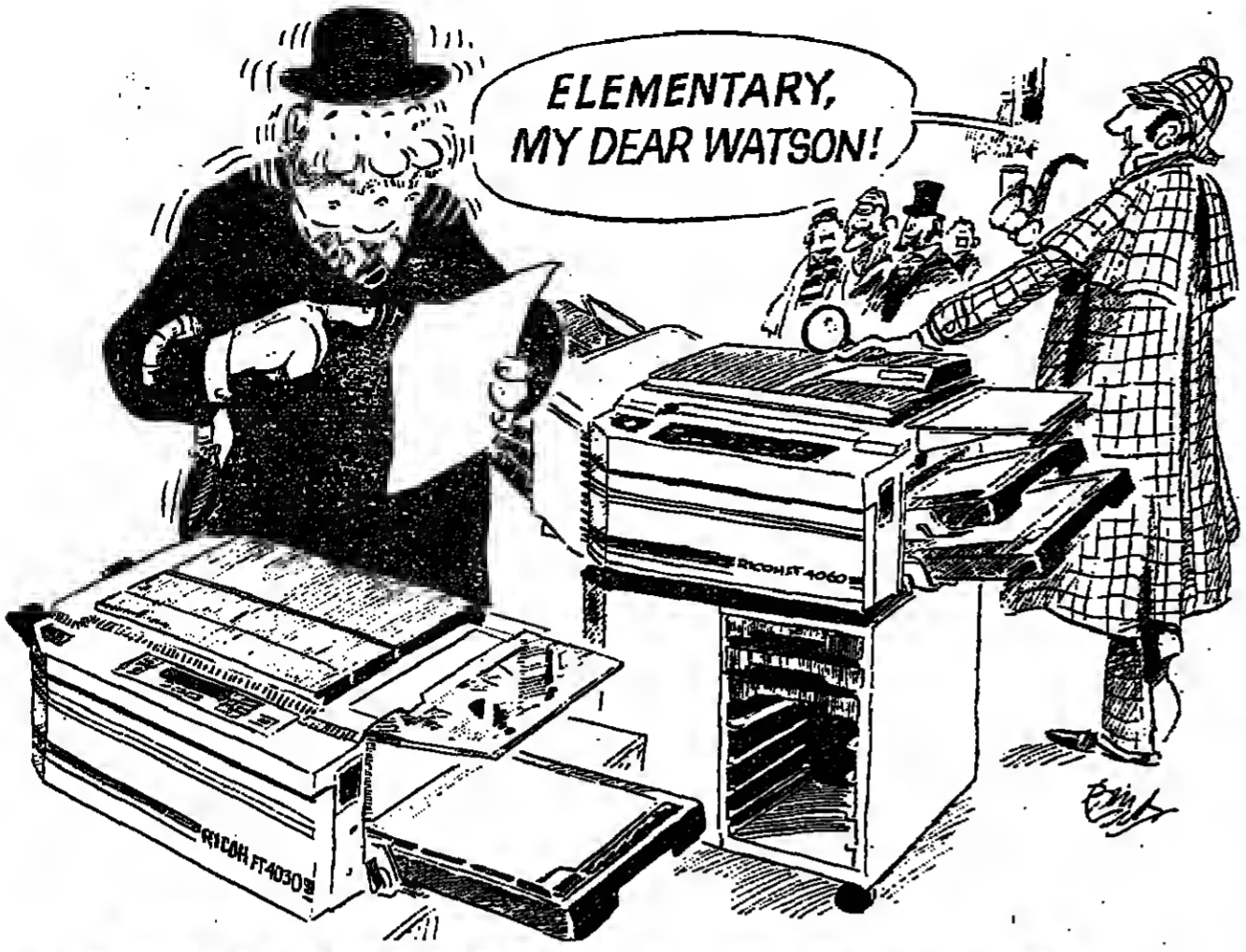
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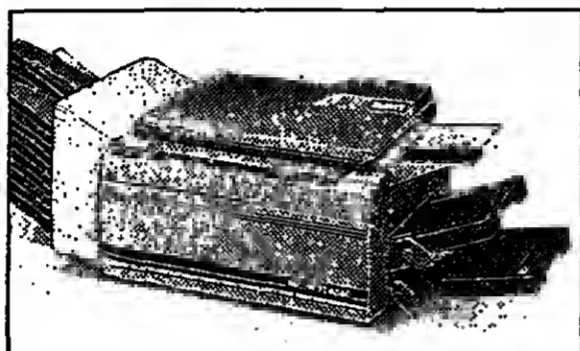
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# A new way to say CMC

### VISION

## Shedding a bit of light on the subject

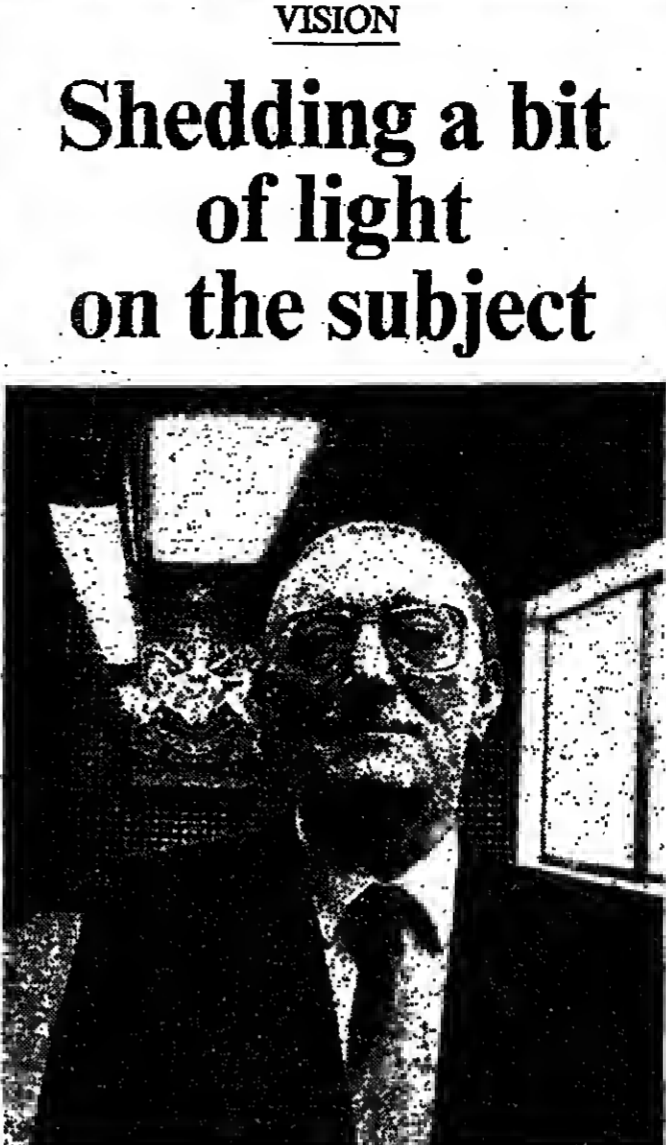
Lighting engineers have developed a variety of alternatives to traditional office lighting which, they claim, can cut running costs by up to half. Since lighting can account for as much as 30 per cent of the total energy consumed by an office building, the potential savings can be substantial. In addition the new lighting systems offer economies in maintenance and replacement costs. The problem which office managers face is in selecting which of the rival systems best fits the work methods and style of particular premises and in balancing capital outlay against operating savings.

Earlier works managers did not face the same dilemma. The banks of glaring fluorescent tubes which were a universal feature of offices built in the 1950s and 1960s were available initially only under post-war quotas from the United States. Translated from designs used for factory work their main advantage was that they were considerably brighter than the 60 watt bulbs which, in many instances, they replaced. They were also extremely durable. Many of the fittings installed more than 30 years ago are still in operation.

The sudden focus on energy costs in the mid 1970s unlocked innovation from a variety of areas—in lamp technology, design of fittings and, thanks to the microprocessor, increasingly in switches and control mechanisms. In designing the new office systems the lighting engineers, who maintain that their profession is as much an art as a science, drew on experiences from the theatre and shop window displays as well as industry. A bewildering variety of new techniques each fervently backed by rival experts has resulted.

Arguably most controversially, currently in vogue, is "uplighting", a method which, as its name suggests, directs light up to rather than down from the ceiling—rather like medieval torches. High intensity lamps of the new high pressure sodium discharge or metal-halide type are mounted on walls or inserted in the top of freestanding units which can also be used. The result is an umbrella of light bounced back from the ceiling which most people find aesthetically pleasant.

The uplighting technique which is a very old one has come into vogue for advanced modern offices mainly because of its advantage in eliminating



reflections from computer screens. Since the light source is concealed there is no glare.

The main controversy centres on efficiency in energy use. Uplighting systems have not been in general operation for long enough to prove that indirect light alone is sufficient for the majority of office workers—particularly those aged 45 and upwards who generally require higher light intensities than their younger colleagues.

Philips, the world's largest lamp maker, says it "does not approve of uplighting when it is presented as having energy-saving potential; that the high-intensity light sources used at best only slightly more efficient than the new fluorescent lamps; and as much as 60 per cent of their output can be lost in reflection from even a good ceiling." Although it adds that "Of course uplighters have a role in decorative lighting."

Nevertheless uplighting is being used for a variety of office work in new developments. These include the new Trustees Savings Bank headquarters at Andover, which has installed Thorn EM1 Lighting uplighters and Barclays Bank at Hemel Hempstead which has Courtney, Pope Lighting Forchier uplighters. At Barclays, individual desk lamps were also installed, but according to Mr Douglas Mutch, a director of Courtney, Pope the ambient light appears to have been sufficient. Commenting about the difficulties in

### TODAY'S OFFICE

removing heat generated by this type of system Mr Mutch says: "You are probably prepared to pay the penalty in air conditioning if you operate with VDUs because no matter how cool and comfortable the room is, if you've got reflections on that screen you can't do your job".

Another, less controversial solution which is being offered to the problem of reflections off VDUs and microfiche and other vertical screens is a new type of integral ceiling fitting. Bare fluorescent lamps are mounted in a trough in the ceiling. Louvres of cast or polished metal bounce light sideways off the trough sides before releasing it downwards into the office. The system is remarkably efficient since most of the light generated eventually reaches the working surface from the bare tube. In traditional light fittings opal diffusers and even the newer prismatic reflectors can cut out a quarter or more of the total light output emitted from the lamp.

If combined with recent developments in lamp technology the cost savings from the new types of fitting can be dramatic. Philips reckons that its new Triphosphor TLD lamps can cut lighting costs by about 50 per cent. The TLD lamp is only 1 inch in diameter compared with about 1 1/2 inches for a conventional lamp and uses krypton instead of argon as a gas filling. Another new development manufactured by both Thorn and Philips are the compact fluorescent lamps which can be plugged into most filament lighting points, last five times longer than a conventional bulb, and use a fraction of the electricity to provide the same amount of light.

A wide variety of microprocessor-inspired new developments have taken place in remote controls, automatic time switches and dimmers. Some of these can be used automatically to turn unwanted office lights off near sunny windows, portable infra-red control boxes (similar to those used for television sets) could turn office lights on or off up or down via the office telephone.

However, before getting too carried away by new technology it might pay the energy-conscious works manager to look at the mundane matter of cleaning existing light fittings. Experts calculate that dirt can cut light by more than 20 per cent.

Patricia Tisdall

### STORAGE

## Filing away

"Don't file it - I may want to look at it again" runs the old office joke, but its days may be numbered. From the humble cabinet to advanced microfilm systems, and from electronic storage to optical disks read by lasers, office filing is going through a revolution, which could mean the overhauling of bulging filing cabinets with ragged carbon copies may soon become a thing of the past.

Many offices will never see the more advanced technologies, and will continue to rely on paper files, but even here there are better ways of doing things. Today, the variety of material which has to be stored is far more varied than in the past, and designers of office furniture have risen to the challenge.

A key feature of today's office filing systems is flexibility. One company specializing in filing and storage, Flexiform, points out that as more organizations use electronic office equipment, so the needs have expanded beyond document filing to take in computer printout, microfiche, and other output from data processing machines. One As a result, a system has been developed which takes care of both general filing requirements, and the more specialized needs of the computerized office. The interior of cabinets can be planned in several ways, and redesigned as filing systems change.

Another office supplier, Lucas Furniture Systems, has developed personal filing systems built into desks; in this case, people who lose files can blame only themselves. Other freestanding units can accommodate computer printout, tape spools and disk packs, as well as traditional filing.

Often it is the sheer volume of information which causes problems of retrieval. Quite apart from taking up a lot of space, bulk files can present difficulties in indexing. If annotation is too simple, information retrieval can be very time-consuming and perhaps ineffective. At the other extreme, over-elaboration can lead to a vast number of indexes and cross-references which soon defeat their object.

It is for these reasons that micrographics is expected to have a bright future. One of the companies offering a microfilming service, MAB, estimates that up to 98 per cent of filing space can be released for other uses by adopting microfilm or microfiche. A single unit, occupying the same space as a normal four-drawer cabinet can hold more than 1,750,000 documents or 57,000 drawings.

Microfilm and microfiche systems not only reduce bulky paper files to manageable proportions, they also lend themselves to indexing which can make information retrieval much quicker.

35 per cent each year up to 1987, to reach \$356.22m.

Kodak is considered to have the largest share of the CAR market, and its Oracle microfilm equipment is an example of what the technology can offer. Documents are filmed as they arrive in random order, after only a single rough-sort. Each ooc is allocated an eight-digit code, which appears under the page. To retrieve information, the microfilm is loaded into a reader, the appropriate code number is entered on a keyboard, and the document is located automatically in only a few seconds. If a copy is required, the machine can handle that too.

A British company, Allen Microfilm products (AMP), has developed a random retrieval reader with the help of the Department of Industry. The motorized reader is linked to a microprocessor-based keypad, known as the Flip Chip. By entering the required frame number, a single image out of 2,400 can be retrieved in a time between one and 40 seconds. This equipment will later be linked to a reader-printer, and finally to a computer, to make a complete CAR system.

As an increasing quantity of office information is created electronically, files can be stored and retrieved without any intermediate use of paper records. The OFIS system of

Burroughs, which is undergoing trials with the Central Electricity Generating Board as part of the Department of Industry's automated office project, includes the creation of documents electronically by words processor, and storage in the OFISfile system.

This approach to electronic filing and retrieval can also accept output from ordinary typewriters, which is first passed through an optical character recognition reader. To locate a document, OFISfile needs only an instruction phrased in plain language, containing a name, date, or other words in the text being sought. The equipment is about the size of a small office filing cabinet, but can store the equivalent of 80,000 A4 pages of text—160 million characters.

Rather more modest in its capacity, but useful at locations such as telephone switchboards, is an information storage and retrieval system offered by Ixterscan Communication Systems. This is essentially an electronic discovery, which can be accessed in several ways. It can store more than 5,000 entries, and will display the required information in less than two seconds, even if interrogated with data which is incomplete.

For mass storage of information, there are great hopes of

optical systems. Technically, there are various approaches to optical storage, though most companies use laser beams to read data which has been recorded digitally on a disk about the size of a long-play record.

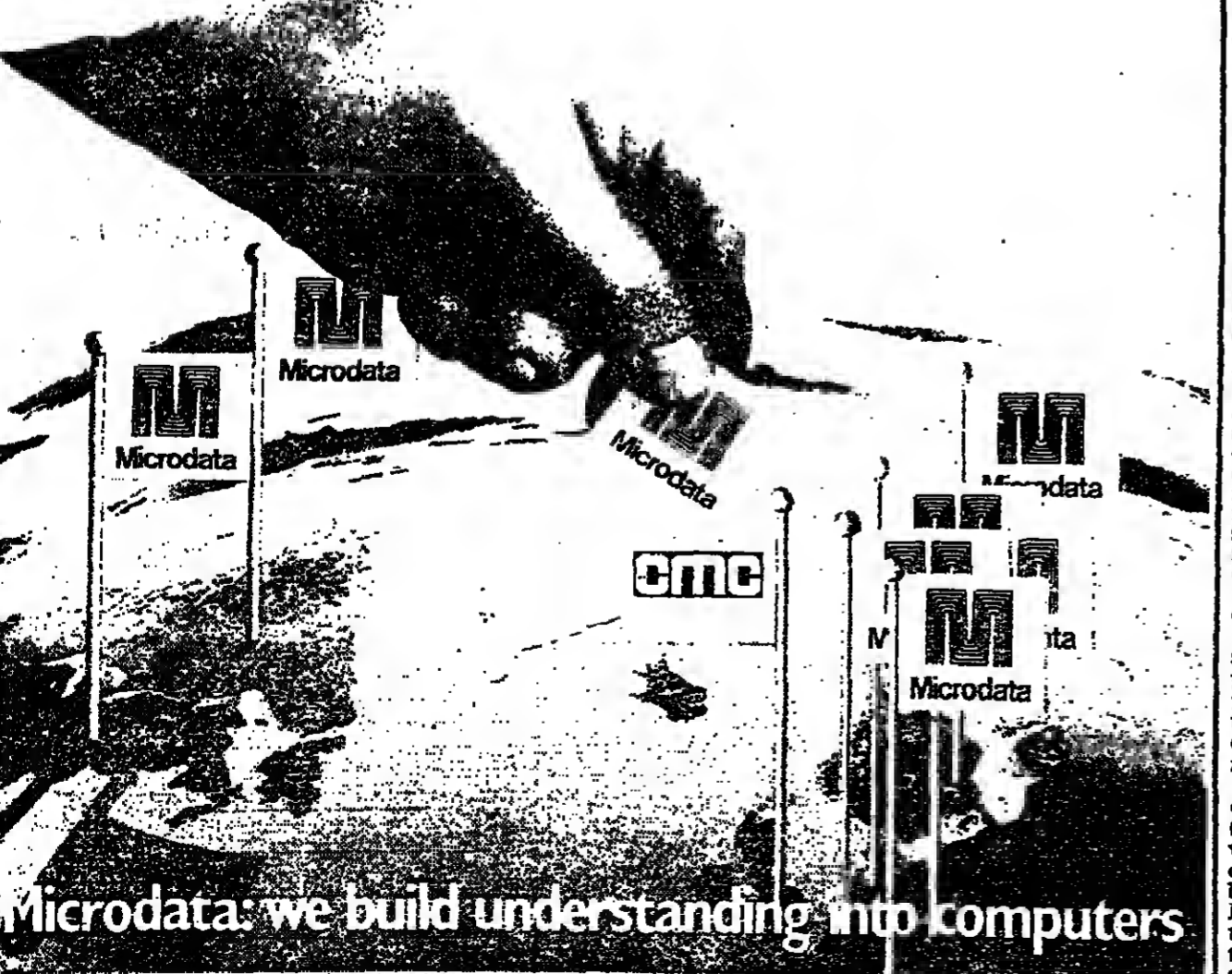
The thing that gives optical storage its edge over other techniques is sheer capacity. With Philips's Megadisc optical recorder, a single disk can store 2500-A4 pages of a document scanned in the normal way. But if the information is compressed by removing all the white space, storage can be increased to 50,000 pages.

The optical disk has been seen as a mass storage medium, which could be used for archives which users wish to consult, but not change. But this limited concept was turned on its head by the announcement last April from Matsushita of Japan that it has developed an optical disk on which data can be erased and re-recorded millions of times.

It has a maximum capacity of 1,000 million characters, and the longest time required to access any part of the stored data is less than half-a-second.

It is a long way from the grubby green filing cabinet groaning with out-of-date papers to the sleek laser disks encoded with megabytes of information, and although it may be time to pension off the cabinets, no one suggests that the highest of high-tech will take over completely.

RW



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The new standard specifications mean we are offering substantial effective savings (up to £1,300) on

## MORE FEATURES AS STANDARD

1983 CARGO PRODUCT FEATURES	MODELS*	0609.0709.0809.	0711.0713.0811.0813.	0911 - 1613.	1615.	1617.	2517.2817.	2417.	1520.1620.2420.2820.3220.
S - STANDARD O - OPTIONAL									
8-SPEED GEARBOX AND APPROPRIATE AXLE		-	-	O	S	S	O	O	-
POWER ASSISTED CLUTCH		-	-	-	-	S	S	S	S
POWER ASSISTED STEERING		O	S	S	S	S	S	S	S
LAMINATED WINDSHIELD		S	S	S	S	S	S	S	S
STEERING COLUMN LOCK		S	S	S	S	S	S	S	S
THERMOVISCIOUS FAN		S	S	S	S	S	S	S	S
REVERSING LAMP		S	S	S	S	S	S	S	S
MULTIPURPOSE SOCKET/CIGAR LIGHTER		S	S	S	S	S	S	S	S

\*The model identification numbers denote nominal GVM and nominal BHP e.g. 1615 = 16.25 tonnes GVM, 153 BHP engine. Effective savings referred to are a comparison of today's maximum retail price of the latest specification Cargo model, compared with the maximum retail list price of a similarly equipped model in September 1982.

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Investment and Finance

City Editor Anthony Hilton

THE TIMES

City Office 200 Gray's Inn Road London WC1X 8EZ Telephone 01-837 1284

STOCK EXCHANGES

FT Index 672.6 down 4.1 FT Gilts 51.15 up 0.17 FT All Shares 419.34 down 1.66

CURRENCIES

LONDON CLOSE Sterling \$1.5685 up 35pts Index 83.9 down 0.1 DM 3.8275 unchanged FRF 11.51 down 0.150 Yen 363 down 1.25 Dollar Index 121.4 down 0.5 DM 24.385 down 68pts Gold \$443.75 up \$0.25 NEW YORK LATEST Gold \$443.00 Sterling \$1.5685

INTEREST RATES

Domestic rates: Base rates 10 3 month interbank 10 1/4-10 1/2 Euro-currency rates: 3 month dollar 8 3/4-8 7/8 3 month DM 5 1/4-5 1/2 3 month 13 1/2-13 3/4 ECGD Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period April 6 to May 3, 1983 inclusive: 10.304 per cent.

PRICE CHANGES

Comb Tech 43 1/2 up 7 1/2 Butt Harvey 19p up 1 1/2 Int Thomson 590p up 3 1/2 Nortgate Ex. 44 1/2 up 2 1/2 Rustenberg 590p up 4 1/2 Massey Ferguson 41 1/2 up 3 1/2 Britoil 178p down 8p Exco Int 57 1/2 down 20p Gen Accident 42 1/2 down 8p Hawker Siddeley 398p down 8p Royal Ind 51 1/2 down 1 1/2 Yarow & Co 28 1/2 down 10p

TODAY

Interims: BOC Grp, Cambrian & General, Lloyds & Scottish, Warner Estates Hldgs. Finals: Bank of Ireland, Hawtin, Holt Lloyd, Kuala Selangor Rubber, Seccombe Marshall & Camplan. Economic statistics: Provisional figures of vehicle production (April).

Record day for LIFFE

A record total of 7,672 contracts was traded on the London International Financial Futures Exchange yesterday. Dealers said that sterling was very active, recording 2,401 contracts, as holders of the currency grew nervous about the election.

But Mr John Barish, chairman of LIFFE, said that the volume of business showed that the exchange was being used for its proper purpose of a hedge in times of uncertainty. He expected some of the extra business to be permanent.

BID EXTENSION: Wolverhampton & Dudley Breweries is extending its £26m takeover for Davenport Brewery (Holdings) for a further week. The Wolverhampton board took the decision after winning an encouraging 20 per cent level of acceptance from Davenport shareholders at the first closing date for its increased offer terms. This gives Wolverhampton effective control of 33 per cent of Davenport shares when the acceptances are added to shares previously purchased in the stockmarket.

PROFITS RISE: Matthew Hall, the plant and oil rig engineering group, managed to increase its profits last year despite the recession which has affected companies in the same sector so severely. On sales up from £329.25m to £413.15m, pretax profits rose 12.5 per cent to £11.64m.

EXPANSION: Buzel is paying £9.6m to buy seven separate US companies to expand its distribution division. The seven operate as a group and total profits last year were £3.8m on turnover of £50m. Further payments of up to £12.8m will be made by Buzel over the next three years provided profits of at least £3.8m per year are achieved. Total net worth is £7.7m.

WALL STREET

Stocks slip lower

New York (AP-Dow Jones) Stocks were slipping back yesterday after a short-lived rally. The Dow Jones industrial average was down more than three points. It had pulled ahead to a gain of about 1 1/2 during the morning.

Trading was active. Oil stocks were strong based on expectation of improved profitability. Blue chip and glamour stocks led the market's rally over the last few weeks but analysts said individual investors were stepping up their participation in the market and focusing on some of the issues that have remained in the background.

Mr Ralph Block, vice-president for Investment Strategy at Moseley Hallgarten Estabrook & Wood, said that except for the oil the market would be broadly lower.

American Telephone & Telegraph was 68 1/2, off 3/4; International Business Machines 116 1/2, unchanged; General Motors 68 1/2, off 1/2; Honeywell 121 1/2, off 1; Texaco 36 1/2, up 1/2; Monsanto 87 1/2, up 1/2; Disney 75, off 1/2; Lockheed 116 1/2, off 1/2; and Dow Chemical 33, up 1/2. Ashland Oil was up 1/2 at 35 1/2; Exxon up 1/2 at 35 1/2; and Shell up 1/2 at 32 1/2. CSX up 1/2 at 66 1/2; Hewlett Packard unchanged at \$2; Homestake up 1/2 at 33 1/2; Raytheon up 1/2 at 51 1/2; Teledyne off 1/2 at 144 1/2; and Data General down 1/2 at 61 1/2.

MacGregor backs EEC protection. By Patricia Clough. Mr MacGregor, the chairman of the British Steel Corporation, said yesterday that the best chance for British Steel lay in continued membership of the European Community.

There were no longer any opportunities for Britain to compete in the other main markets - North America, Japan and the Third World. "These markets no longer exist," he said. Withdrawal from the Community would mean measures to protect British Steel from European competition and corresponding measures against Britain by remaining members. This would create a "knock on effect" which would damage the manufacturing industries and exports.

Mr MacGregor's remarks, made to the House of Lords select committee examining the impact of Community membership on British trade, came at the start of an election campaign in which the Labour Party will be urging withdrawal from the Community.

On balance, he said, membership of the Community has benefited British Steel. The Community had protected it from the worst of the growing competition by Third World countries who sell steel below cost to earn foreign currency.

The EEC steel regime's industrial intervention and support for its own industries has checked further deterioration in the hard hit British Steel industry. However, it has failed consistently to cope with the crisis in the industry.

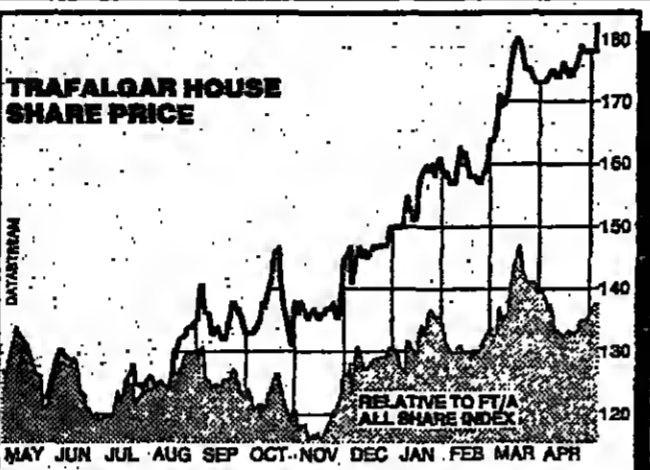
McMahon speech may be reversal of policy Bank of England chief defends big dividend rises paid by clearers

By Graham Searjeant. Mr Christopher "Kit" McMahon, deputy governor of the Bank of England, has sprung to the defence of the big dividend increases announced by London clearing banks. In an apparent reversal of Bank thinking, Mr McMahon told representatives of foreign banks in the City yesterday that the prime concern of any bank or supervisor was "that the total resources available to it should be maintained at a level which preserves its reputation for prudent management at a level which preserves its reputation for prudent management. How a bank elects to meet this objective is a less important question."



McMahon: cautious analysis yesterday that the remarks were interpreted by some observers in much too narrow a way. The actions of the major British banks have, in our view, been reasonable in taking

account of these broader considerations. Mr McMahon said that, despite the progress made in rescheduling foreign debts, "it would, however, be too much to claim that confidence has been fully restored". He urged banks not to be too cautious by trying to switch their loans away from doubtful areas of the world. In particular, they should continue to put funds into the interbank market even though the banks borrowing those funds might have doubtful debts on their books.



Trafalgar buys two liners for £46m

Trafalgar House, the property construction and Cunard shipping group, is to buy two luxury cruise liners from a Norwegian group for £73m (£46.5m). The purchase is in line with the group's declared policy of reducing its dependence on property and concentrating on shipping and construction. Trafalgar House, which yesterday announced an increase in pretax profits for the half-year to the end of March, from £27.7m to £33.5m is acquiring the two liners, the Vestafjord and the Sagafjord, from Norwegian American-Cruises next October.

Linfood bid for Key Markets

By Derek Harris, Commercial Editor. Linfood Holdings has topped by £3m the £34.8m bid in which Fitch Lovell would sell Key Markets to Safeway. The announcement came last night on the eve of the expected publication of the Monopolies and Mergers Commission report on Linfood's takeover bid for all of Fitch Lovell.

Central borrowing fears confirmed

By Our Financial Staff. Central government borrowing requirements totalled £1.19bn in April, according to figures released by the Treasury yesterday. A surprising reduction in tax receipts and the apparently buoyant level of central government spending contributed to the relatively high figures.

Market unimpressed as Royal returns to profit

By Peter Wilson-Smith. Royal Insurance, the second of the composites to report first-quarter figures, showed a turn round from losses to profit thanks to much lower claims from bad weather. However, the stock market was still disappointed and the shares fell 17p to 51 1/2p.

Hanson opposes shop sale

By Jonathan Clare. Hanson Trust, which now holds 79 per cent of the shares in UDS, said yesterday that it intends to vote against the long standing proposal to sell off the troubled retailers Richard Shops and John Collier chains to the Burton Group.

Call for assault on trade barriers

Ministers urge economic pact. From Frances Williams, Paris. Strong support for closer ties between the key international economic organizations to further the preservation and expansion of the open trading system, emerged from finance and trade ministers meeting yesterday.

COATS PATONS PLC

1982 RESULTS AND FINAL DIVIDEND

"We can now see the way ahead more clearly and are confident that we shall be in a good position to benefit from any upturn in the world economy; such an improvement seems to be starting in the U.S.A. Although 1983 may still prove to be a difficult year, as a measure of its confidence in the medium term the Board have recommended an increase in the final dividend from 2.6p to 2.9p."

Table with columns for 1982 and 1981 results in millions and pence. Rows include Turnover, Trading profit, Pre-tax profit, Capital Exp. (incl. leasing), Net cash flow, Gearing, Earnings per share, and C.C. Earnings per share.

The Annual Report will be posted to shareholders on 25th May, 1983. Further copies will be available from The Secretary, Coats Patons PLC, 155 St Vincent Street, Glasgow G2 5PA.

COMPANY NEWS IN BRIEF

Table with 3 columns: Company Name, Financial Data (Year, Profit, Earnings, Turnover, Dividend), and Notes. Includes Lee Cooper, GR Holdings, Argus Press Holdings, etc.

Sears Holdings

RESULTS FOR THE YEAR ENDED 31ST JANUARY 1983

Table comparing 1982/83 and 1981/82 financial results for Sears Holdings. Metrics include Turnover, Trading profits after interest, Group profits before taxation, Taxation, Extraordinary items, Dividend, and Added to reserves.

- Trading profits after interest increased by 14% to £111m.
Dividend increased by 12% to 2.8p per share.
Property revaluation surplus £119m added to reserves.
1 for 2 scrip issue.

Copies of the 1982/83 Annual Report will be available from 3rd June 1983 and may be obtained from The Secretary, Sears Holdings plc, 40 Duke Street, London W1A 2HP.

Footwear retailers • departmental stores, jewellery and other retailing • motor vehicle sales, service and delivery • licensed betting offices • property development and investment • engineering.

INVESTORS' NOTEBOOK edited by Sandy McLachlan

Why time may be on Tilling's side

Predictably, the BTR signing shot of £600m for Thomas Tilling has received acceptance of only 4.2 per cent, but BTR's adviser, Morgan Grenfell, has sent at this stage simply for extension rather than anything more positive.

Obviously there is a long way to go yet, unless BTR allows its bid to lapse - which is fairly inconceivable at the moment. Hence Tilling's share price at 205p is still comfortably above the BTR cash offer of 189.4p.

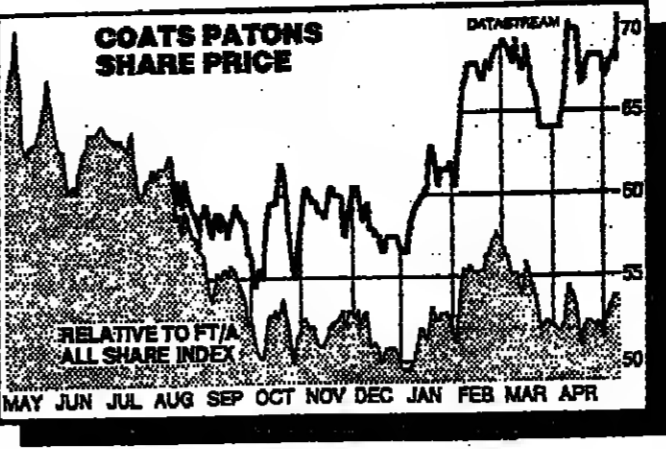
The main plank in the Tilling defence, so far anyway, has been the assertion that the sum of the parts is more than equal to the whole which, if anything, backs up BTR. Also, asset values are of use only in a break-up situation which, again so far, the Tilling management has said is not the case.

The real defence, however, is likely to be that Tilling is prepared to do some form of asset-stripping itself. It has already argued that Tilling shareholders and not BTR's should benefit from any form of "deconglomeration".

If BTR does decide to come back with a realistic bid of 220p or more, Tilling, backed by its advisers S. G. Warburg, is willing, it appears, to prove its point by reversing at least some of more than a generation's work that has gone into making the group the widely-based industrial conglomerate that it is today.

Quite what form that would take, both Tilling and Warburg are keeping firmly up their sleeves. The more time BTR gives the opposition to make its plans, the more convincing these plans are likely to sound. Certainly Tilling shareholders could be quite easily confused by the prospect of holding shares directly in some of the big subsidiaries as an alternative to the BTR offer.

Obviously the message at the moment is to hold on, and await developments.



Coats Patons Year to 31.12.82. Pretax profit £7.65m (£7.4m). Stated earnings 14.6p (14.7p). Turnover £285.2m (£280.4m). Net dividend 4.2p (4.0p). Share price 71p, up 3p. Yield 8.5%. Dividend payable 1.7.83.

\$1.62 last year against \$1.91 the year before, but was partly offset by the devaluation of the Brazilian cruzeiro.

This year Coats sees only more turmoil, both political and economic, in South America but little opportunity of decreasing its reliance on those markets.

Worldwide, the weaker pound contributed £7.9m to profits. The interest charge also fell from £19.5m to £18.3m which reflects lower interest rates and includes a currency benefit of about £3m.

Results to 1982 against 1981 show few changes in the South American, North American, European, African and British markets. But Asia and Australia showed a breathing upturn.

The 40 per cent owned Indian associate company turned in £5m against £2.5m. Coats would like to invest more in that country but cannot increase its stake in the existing associate and must raise local loans to invest in another, a move it will not contemplate at the moment.

Restructuring in Europe and Britain cost £9.5m below the line and £7.7m above. The

United Kingdom workforce shrunk by 1,200 last year to 16,500. More redundancies, already provided for, will come with the impending closure of a mill in Paisley, Lanarkshire.

The European workforce has been cut by a third over two years and the production of industrial threads reorganised.

The attempts at diversification over the last seven years have not been entirely successful and the rather eclectic feel of the firm, which has lost £1m over four or five years, will be sold or closed. But Coats is looking for acquisitions with a top price of around £20m.

The first increase in the dividend for three years will be of some comfort to shareholders who otherwise have little to smile about. The City looks on Coats as an operator in the commodity textile sector and worries a great deal about South America.

With its heavy Indonesian involvement, Ultramar is hardly representative of the oil industry. But its first-quarter figures, with pretax profits up by a quarter and the benefit of £105m rights issue in February still to show through, have as the chairman says, held up well in the face of a generally depressed oil price structure.

Indonesia is not going to do as well in the second quarter, but the group expects a gradual improvement in its downstream activities, while the third quarter will start to see benefits

of the recent capital investment programme. Oil shares have had a good run since January when the Organization of Petroleum Exporting Countries seemed to be falling apart and oil prices hovered on the brink of collapse. Before this week's election jitters, the sector has outperformed the rest of the market by about 12 per cent, with the gains spread across the spectrum of companies.

Most of the signals in the last two months have been positive. Opec's agreement is holding better than most people (Opec ministers included) dared hope. The low overdue Budget tax changes have breathed new life into the exploration companies, and the European marketing and refining business - the industry's black hole for two years - has improved significantly.

The fundamentals of the downstream business are still fairly shaky, and weak demand is constantly nibbling away at product prices, but the noises from BP, Shell and the other leaders are that they are once again trading at a profit, albeit one that is minuscule and inadequate in terms of the rate of return. With the economic recovery to look forward to, the outlook is outwardly more promising than for some time.

It would be wrong for investors to get too excited. Opec's agreement is still fragile, and the critical summer months, when demand is at its weakest on seasonal grounds, have still to come. Reminders from the International Energy Agency that there is still some Opec capacity bottled in the system are timely.

Even if demand for Opec oil rises above the current self-imposed ceiling of 17.5 million barrels a day, the competition for market share will still be intense, raising the spectre of price discounting and quota-busting again later in the year.

However, as Ultramar indicates, the downstream does hold out some more positive signs, and it is here that the best investment opportunity lies. BP and Shell will suffer heavy losses in the first quarter, but they look a safer bet than the exploration-based companies such as Tricentrol, Lamco and British. If the market is entering a period of general weakness and election uncertainty, any messy feel, oil stocks have good defensive qualities. The average

yield is a good two points better than that offered by the market as a whole, and the integrated companies are probably fairly immune to the overall trend in equities.

Spear and Jackson

Spear & Jackson International Year to 1.1.83. Pretax loss £7.8m (profit £284,000). Stated loss 30.8p (earnings 1.1p). Turnover £28.9m (£30.6m). Net total dividend (first passed) 1p (6.575p). Share price 73p, no change.

The 1982 results from Spear & Jackson International, the tool makers, were pretty appalling, whichever way you look at them. It plunged into the red halfway, and only the last quarter showed any sign of improvement.

But a doubling of the number of projected United States housing starts this year has suddenly made the picture look better, with a good chance that the company could break even in the first half of this year.

The slump in United States housing cut demand for timber from both Canada and the United States. This hit the Spear saw factories in North America and in Sheffield where the plate and steel for export is made. The cuts in North America were so great that Spear was unable to cover its British overheads.

The garden and hand tools business was profitable, although well down. Spear always has sound explanations for its problems but it does little to dissuade anyone from the notion that its spades are a better long-term investment than the shares.

Traveler Homes's announcement that it is to purchase two luxury cruise liners next October for \$73m (£46.5m) underlines the group's declared policy of reducing its reliance on property profits. These fell by nearly £5m in the half-year to last March but thriving passenger shipping, construction and housing activities pushed group pretax profits £5.8m higher at £33.56m. The increase in the half-year dividend will leave the shares on an undemanding yield of 6.4 per cent.

Coats Patons

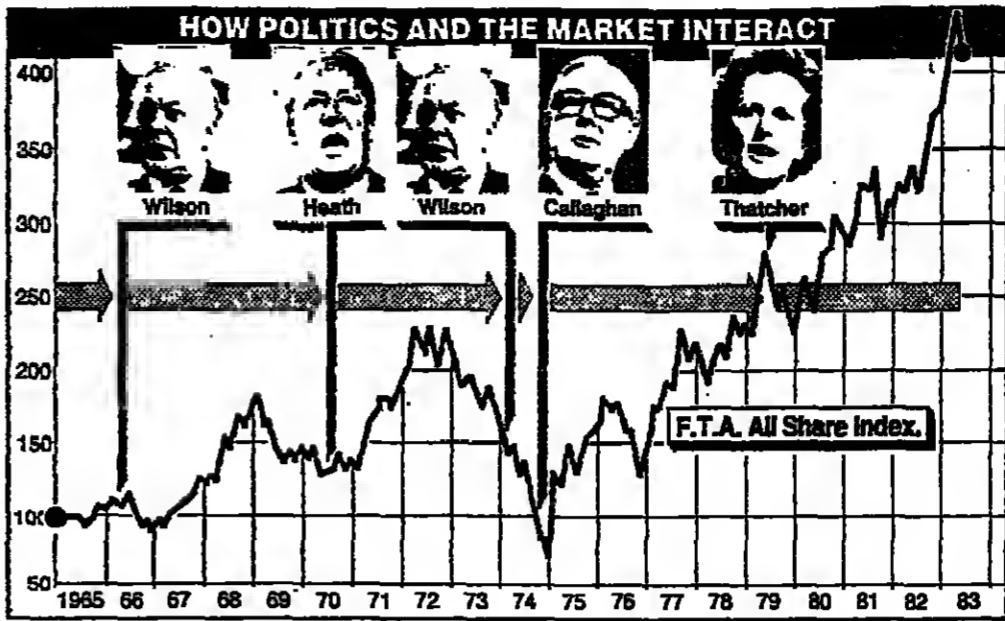
The good news at Coats Patons, the Jaeger clothing and knitwear group, is that trading profits last year were not much different to 1981 despite problems in most of its markets. The bad news is that more than one-third of profits came from South America and first quarter

Authorized Units & Insurance Funds

Large table listing various investment funds and insurance units. Columns include fund names, bid prices, offer prices, and other financial details. Includes sections for Authorized Units, Insurance Funds, and various investment vehicles.

Graham Searjeant looks at the short-term share trends

Election excitement but only briefly



high dollar and threaten British stock values. Foreigners also complicate the next likely upset for share prices: fear that the anticipated growth in world trade on which British profit hopes rest will fade away in the second half of 1984. In Britain, such hedges are associated with would-be reflectors. But on the other side of the Atlantic, it is the sound of money men who doubt that America's all-important recovery can survive the perils of budget deficits and dodgy money supply figures.

Even here, City analysts are becoming more sceptical than they would like to be of prolonged recovery and find themselves predicting the health of British markets on apparently obscure factors like the reappointment of Mr Paul Volcker, the pragmatic US Federal Reserve's chief.

Such doubts are likely to cause a setback for British shares in the summer or autumn regardless of the eventual outcome. It may well be temporary. But at this stage of what is called a "mature bull market", it would be silly to look for the average of shares rising much more than 10-15 per cent in the next year or more.

Such a rise may be too tempting for the big investors to miss. They have to put their money somewhere. With the British Telecom flotation delayed and barring dramatic upsurge in government borrowing, that money will not pour into the sand. But such prospects are not so exciting for the private investor with heavy investment costs. He will be keener to make a few swift shillings on the election market.

Companies are being launched at fancy prices both on the main stock market and its unlisted securities offshoot. Meanwhile, leading stockbrokers are looking for a surge in company profits: 15-20 per cent this year and next from Phillips & Drew, 24 per cent followed by 30 per cent according to James Capel, who excludes the North Sea sector. That would make industrial shares, currently selling at an average 13 1/2 times out profit, look a lot cheaper. But it might only raise 1984 dividend yields to around 5 1/2 per cent, which is not going to thrill big City institutions unless long-term interest rates really start to fall again.

In any case, history rarely repeats exactly. To start with, the upsurge in prices has been going on, with interruptions, since at least the end of 1979. The market's hopes of cheap money and industrial recovery have been as often delayed and prolonged as everyone else's.

To that time the foreign exchange markets have assumed a much greater importance in determining the direction of stock market prices, forming the third leg of a triangle with profits and interest rates. American buyers, spilling over from frothy Wall Street, pay more attention to the prospect of sterling than of GKN.

The pound will react strongly to news of Tory victory or defeat next month. But adding an exchange rate factor complicates stock market economics in a lopsided world where high US budget deficits produce a

Professor Maurice Peston on Wynne Godley and Francis Cripps's attempt to 'rebuild macroeconomics'

A failed attempt to reconstruct Keynes

I must start in a rather unconventional way by pointing out that this book is not a survey of macroeconomics, either of theory or of recent controversy about the applicability of theory to the real world.

It is not even an account of Keynesian macroeconomics, at least insofar as that subject is studied and taught in the main academic centres of the US and Britain.

Indeed, one of its more remarkable characteristics is its lack of reference to the publications of virtually all major contemporary contributors to the subject. This is a kind of nursery school democracy about it - if one economist is not to be quoted then none shall have that honour. Whatever else one makes of it, therefore, for the publishers to call it a masterpiece is simply preposterous.

Of course, the authors themselves make no attempt to mislead. To quote them, "What we are hoping to do is establish a logical framework for the analysis of macroeconomic phenomena which is coherent and simple enough to rinse away some of the sheer confusion which surrounds the subject at present, thereby facilitating orderly and creative work on the problems of stagnation, unemployment and inflation..."

They have some useful things to say about inflation accounting. This, they claim, provides the essential link which enables them to go from the nominal economy to the real one. In doing so they appear to be arguing that the original model, and its analysis, is compatible with any inflation rate. However, it is not, and it is easy to see why. (I say "appear" because their exposition in this part of the book is most opaque, and I am not sure I follow it.)

Equilibrium

If real income and the real stock of money are fixed in equilibrium, and there is inflation, income and money in ordinary units will be growing. It follows that to provide the extra money, the budget must be unbalanced in full equilibrium (and not balanced at their initial exposition states).

Moreover, it is then the case that, given real government expenditure and the tax rate, the faster the inflation, the lower will be equilibrium real output. It will also be true that the budget deficit will be larger.

Now, it remains true that, in the face of a fiscal, expansionary policy which raises effective demand and real output to the extent that there are no supply constraints. But this goes hand in hand with monetary expansion, illustrating the standard point that monetary policy and fiscal policy can be regarded as two sides of the same coin.

Their view of the supply side is worth mentioning. They argue that in a closed economy there cannot be a supply constraint in the sense that it will be unprofitable for companies to meet an increase in aggregate demand. What they mean by that, however, is merely that, given the level of money wages (or its rate of change), there will be a price level which companies can set which will make it profitable to supply the output.

That is, however, compatible with an existing supply curve which shifts upwards as demand increases. Most of an increase in demand will be dissipated in price rises rather than output expansion. Moreover, as they recognize by implication, in an open economy international competition may inhibit price rises and will certainly inhibit the level of money wages.

Puzzle

In addition, if the price response of companies conflicts with workers' real wage demands, it will again be unprofitable for the output demanded to be supplied. In my view, these last two considerations (coupled with a greater emphasis on expectations, rational or otherwise, that the authors give) are vital to an understanding of the economic history of the past decade.

At the risk of returning to the confusions of the 1930s, there is one puzzle to which I must refer. They say that money stocks and flows must satisfy accounting identities in individual budgets, and regard this as quite fundamental.

Now, I thought it had long since been recognised that there is nothing fundamental about an identity, which in this context is simply a way of organizing data. A budget constraint is another matter and is at the core of all economics since without it there would be no scarcity and no costs.

But a constraint is not an identity. In several places in the book Godley and Cripps appear to misunderstand the distinction between an equation and an identity. As an example, they go from an identity concerning price, costs, and a mark-up factor to a causal interpretation reminiscent of the quantity theory of money in its most misleading form.

All I can add is that this is very much in the tradition of Keynes who was equally confused on the nature of identities and equilibrium conditions.

I have been critical of this book in terms of style, method, and content. The authors claim to have re-established "the quintessentially Keynesian principle of effective demand as the determinant of real output and employment". In fact, they tell us nothing about employment, and their treatment of demand and policy is simplistic.

The model

In other words, they are trying to rebuild macroeconomics rather than explain it. I am tempted to go further and say their book reads as if they believe that macroeconomics did not exist before they invented it in their part of Cambridge University.

The theory we are offered in the first instance is in three parts. There is a simple model of an economy in which the variables are expressed in ordinary monetary units. Secondly, there is an account of price inflation. Thirdly, an attempt is made to go from the first two to an analysis of the economy in real terms.

The simple model has several characteristics which are worth noting. It lumps together all private expenditure except inventory accumulation. Thus, it ignores the distinction between consumption and investment which Keynes thought so important. It postulates a fixed normal relationship between assets and incomes, and for the most part between the money stock and income which is a central postulate of primitive monetarism.

Essentially, private expenditure is determined by the desired rate at which the actual money stock is brought to equal the desired one. Inventory accumulation is fixed independently and this is financed by bank loans in the form of money. That is very much part of the approach favoured by Sir Dennis Robertson (again not mentioned by name), who was both Keynes's colleague and intellectual opponent.

Variables

Government expenditure is on goods and services, transfer payments being included in the postulated fiscal rate (i.e. it is a rate net of transfers). Stock equilibrium in the model requires a balanced budget. This means that income and output are determined by the two fiscal variables.

Monetary policy has only transitory effects on real output (as the monetarists themselves state) unless it affects government expenditure or the average tax rate. (Although not a point the authors stress, it may well do both).

Also, in full static equilibrium, there can be no asset accumulation, and, therefore, private income must equal private expenditure.

The inflation model is of the strict cost-push kind. It claims to be compatible with other theories, but will, presumably, only be so if they are equivalent to price being a simple mark-up on given unit cost. Underlying their approach to the general price level is the view that inflation is the way the system accommodates itself to conditions about shares of total income, but this is not elaborated.

It is also interesting to see that they accept the distinction between the nominal rate of interest and the real rate.

They do not, however, emphasize the expected inflation rate as the link, nor do they postulate money demand as a function of the normal rate. Thus, they do not reach Friedman's conclusion that the demand for real balances falls as the inflation rate rises even with the real rate of interest constant.

Macroeconomics by Wynne Godley and Francis Cripps. Fontana £3.95.

## FIRST QUARTER RESULTS FOR 1983

# Royal Insurance

The results for the first quarter are set out below; these should not be taken as providing a reliable indication of the outcome for the year as a whole.

	3 months to 31 March 1983 (unaudited) £m	3 months to 31 March 1982 (unaudited) £m	Year 1982 (audited) £m
<b>General Insurance:</b>			
Premiums Written	498.8	432.1	1,700.2
Underwriting Balance	-64.2	-64.1	-166.1
Investment Income allocated to General Insurance operations	47.2	43.2	180.8
General Insurance Result	-17.0	-20.9	14.7
Long-term Insurance Profit	4.1	3.3	13.6
Investment Income attributable to Capital and Reserves	19.3	11.9	60.5
Share of Associated Companies' Profits	2.8	2.2	7.7
Profit before Taxation	9.2	-3.5	96.5
Less Taxation	7.1	7.7	22.6
Minority Interests	0.2	0.2	1.0
Net Profit attributable to the Shareholders (Pence per share)	16.1 (8.5p)	4.0 (2.1p)	72.9 (38.7p)
Capital and Reserves	£1,324m	£832m	£1,225m

**Exchange Rates**  
Foreign currencies have been translated according to our normal practice at approximately the average rates of exchange ruling during the period. The principal rates were:—

USA	\$1.53	\$1.85	\$1.75
Canada	\$1.87	\$2.23	\$2.15
Australia	\$1.62	\$1.70	\$1.72
Netherlands	Fls4.07	Fls4.75	Fls4.66

Changes in exchange rates adversely affected the underwriting balance by £7.9m and benefited the total investment income by £7.2m.

**Investment Income**  
Total investment income of £66.5m increased in sterling terms by 21%; allowing for the changes in the rates of exchange the growth was almost 8%.

**Long-term Insurance**  
The profit of £4.1m (£3.3m) represents a quarter of the estimated contribution from long-term insurance profit coming through for the whole year.

**General Insurance**  
Premium income rose by over 15% in sterling; allowing for the effect of currency changes, the increase was 3 1/2%. Details for the individual operating companies are as follows:—

In the United States premium income grew in dollar terms by 1.8%; this was more than accounted for by the recent acquisition of Milbank Insurance Company. The operating ratio was 117.9% (115.2%). All major lines with the exception of homeowners and commercial

automobile worsened. Our firm pricing action in the competitive market conditions led as anticipated to some loss of business in commercial lines. This action and other programmes now in place should however be reflected in improved results later in the year.

Premium volume increased by 6.7% in the UK. Whilst weather losses were lower than in the corresponding period last year they were still considerably above the level of preceding years. In the commercial classes there are some signs of a greater sense of realism in the market place, and we continue to maintain our firm attitude to realistic pricing.

The significant improvement in the result in Canada to which we have previously referred has continued. There was still some loss of business but less than in 1982.

Despite the difficult conditions the premium volume for Royal Int increased by 11% in local currencies and the insurance result was virtually unchanged.

The result for Royal Nederland was also little changed with adverse experience in the competitive motor account offsetting improvements in other lines of business. Premium income fell by 4% in local currency terms.

The result in Australia was seriously impacted by the net loss of £3.4m from the bushfires in Victoria and South Australia. The underlying improvement continues.

The deterioration in the Royal Re result was mainly accounted for by a number of major losses in the non-treaty business.

	3 months to 31 March 1983				3 months to 31 March 1982			
	Premiums Written £m	Under-Writing Balance £m	Allocated Investment Income £m	General Insurance Result £m	Premiums Written £m	Under-Writing Balance £m	Allocated Investment Income £m	General Insurance Result £m
Royal USA .....	218.2	-43.5	20.2	-23.3	177.3	-28.7	17.8	-10.9
Royal UK .....	139.1	-12.9	13.3	0.4	130.4	-23.8	12.5	-11.3
Royal Canada .....	44.4	-2.4	6.9	4.5	41.1	-8.7	7.2	-1.5
Royal Int .....	34.3	-0.4	1.8	1.4	29.1	-0.2	1.7	1.5
Royal Nederland .....	25.7	-1.4	1.5	0.1	23.0	-1.2	1.4	0.2
Royal Australia .....	19.6	-2.6	2.4	-0.2	15.8	-1.1	1.8	0.7
Royal Re .....	17.5	-1.0	1.1	0.1	15.4	-0.4	0.8	0.4
	498.8	-64.2	47.2	-17.0	432.1	-64.1	43.2	-20.9

MARKET REPORT by Andrew Cornelius

New issues undeterred

THE TIMES 1000 1982/1983 The Workforce Top Companies

RECENT ISSUES table listing various stocks and their prices

Announcements of new issues on the USM are unabated by the current uncertainties in the pre-closing market...

The group is forecasting of pretax profits of £3m for the year ending August 31 1983 against £1.2m for the previous year...

The FT index finished the day down 4.1 points at 672.6. However, further consideration of the money supply figures...

The ambitious of a group of Turkish shareholders, Belgrove (Blackheat), the forging company, came back from 105p to 94p...

BRITISH FUNDS table listing various funds and their performance

Table listing various stocks and their prices under the heading 'Commonwealth and Foreign'

Table listing various stocks and their prices under the heading 'Local Authorities'

Table listing various stocks and their prices under the heading 'Dollar Stocks'

Table listing various stocks and their prices under the heading 'Banks and Discounts'

Table listing various stocks and their prices under the heading 'Breweries and Distillers'

Table listing various stocks and their prices under the heading 'Commercial and Industrial'

Table listing various stocks and their prices under the heading 'Sterling Spot and Forward'

Table listing various financial rates under the heading 'Money Market Rates'

Table listing various financial rates under the heading 'Other Markets'

Table listing various financial rates under the heading 'Dollar Spot Rates'

Table listing various financial rates under the heading 'Euro-5 Deposits'

Table listing various financial rates under the heading 'Gold'

Table listing various financial rates under the heading 'Investment Trusts'

Table listing various financial rates under the heading 'Insurance'

Table listing various financial rates under the heading 'Rubber'

Table listing various financial rates under the heading 'Tea'

Table listing various financial rates under the heading 'Miscellaneous'

Table listing various financial rates under the heading 'Unlisted Securities'

Table listing various financial rates under the heading 'Shipping'

Table listing various financial rates under the heading 'Mines'

Table listing various financial rates under the heading 'Oil'

Table listing various financial rates under the heading 'Properties'

Table listing various financial rates under the heading 'Real Estate'

Table listing various financial rates under the heading 'Commodities'

Large table on the right side of the page listing various stocks, bonds, and commodities with their respective prices and changes.

# Barton agrees new £10m Caparo bid

By Jeremy Warner

The directors of Barton Group, a Birmingham-based engineering services and subcontracting company, has agreed to a cash and preference share bid worth £10.2m from Caparo Industries.

Caparo, a steel stock-holding and engineering group, was forced into making a bid under City takeover rules early last month when it acquired a 20.5 per cent stake in Barton from Staveley, thereby taking its holding to more than 30 per cent.

An £8m bid was then made, but the Barton directors set about improving the terms. The new terms are worth

200p in cash and two and a quarter 8.75 per cent convertible redeemable preference shares for every ten Barton shares. Merchant bank, Kleinwort Benson, has underwritten the shares element in the offer to the tune of £1 for each preference share. This puts a value on each Barton share of 47 1/2p.

The directors of Barton, who are forecasting that pre-tax profits this year will be more than £1.2m, have recommended the offer as fair and reasonable. Staveley had been attempting to dispose of its stake in Barton since it sold its steel abrasives subsidiary in 1980.

## WALL STREET

Stock	May 11	May 10	May 9	May 8
AMF Inc	22 1/4	22	22	22
Allied Chem	48 1/4	48 1/4	48 1/4	48 1/4
Amalgamated	1 1/4	1 1/4	1 1/4	1 1/4
Amstar	15 1/4	15 1/4	15 1/4	15 1/4
Amtrak	1 1/4	1 1/4	1 1/4	1 1/4
Amgen	15 1/4	15 1/4	15 1/4	15 1/4
Amstar	15 1/4	15 1/4	15 1/4	15 1/4
Amstar	15 1/4	15 1/4	15 1/4	15 1/4
Amstar	15 1/4	15 1/4	15 1/4	15 1/4

## COMMODITIES

Commodity	Price	Change
Gold	288.50	+0.25
Silver	4.10	+0.01
Platinum	18.50	+0.10
Crude Oil	21.80	-0.10
Natural Gas	2.50	+0.05

# Record results...and expansion will continue

Queens Moat Houses P.L.C., whose chain of hotels was doubled in number during the year, achieved record trading results in 1982.

- Profit before tax rose £1,752,000 to a record £2,780,000 in 1982.
- £10m. to be raised by 1 for 3 rights issue at 28p to finance recent growth and maintain maximum flexibility to expand and improve the portfolio of hotels.
- A profits forecast of not less than £4m. with dividends of 1.33p per share (1982 1.21p per share).
- The Group now operates a chain of 49 hotels and continues to cater for commercial clientele, but is well placed to reap benefit from both the upturn in the general economy and increased number of tourists coming to the UK.
- The hotels provide a total of 3,627 bedrooms (95% with private bath) and extensive conference, restaurant and banqueting facilities.
- This year the first hotel in London was acquired — the 129 bedroom Drury Lane Hotel, now renamed Drury Lane Moat House.

The integration of the acquisitions has been extremely successful and the management is in a position to continue the policy which has led to the growth of the company, resulting in an unbroken record of profit improvement since 1975.

# Queens Moat Houses

For a copy of the 1982 Report & Accounts and details of the share issue write to: Company Secretary, Queens Moat Houses P.L.C., FREEPOST, Romford, Essex RM1 2BR.



## FIRST QUARTER-1983 Ultramar

### GOOD RESULTS AND A BRIGHT FUTURE

Review of Ultramar Group Financial Results and Operations

Summary of financial results	First Quarter 1983 £ million	First Quarter 1982 £ million
Turnover	423.0	343.8
Profit on ordinary activities before taxation	47.9	43.7
Net profit	25.2	20.1
Cash flow from operations	37.1	33.3
Capital expenditures	52.0	36.3

**Extracts from the Chairman's Statement:**

'For the first quarter of 1983, the financial results of the Ultramar Group held up very well despite the depressed oil price structure.'

'Our Indonesian operations were again the major profit contributor. Good results were also reported by the North Sea and Western Canada producing companies and by the U.K. marketing operation. In contrast, our refining and marketing operations in Eastern Canada and California were disappointing. Strong competition for sales in these two markets led to an erosion of operating margins.'

'The Contract for the acquisition of Pittston Petroleum Inc. was signed on 4th May 1983. Pittston markets approximately 90,000 barrels per day of light and heavy fuel oils in the North Eastern United States and in Eastern Canada. The purchase price is expected to be about \$100 million including working capital and inventories at current values.'

'Beginning in the third quarter, we expect to see the initial contribution from some of the projects in our capital expenditure programme and also the benefit of the measures we have taken recently to improve profitability.'

ARNOLD LORBERER  
Chairman  
11th May 1983.

### Consolidated Profit and Loss Account

	First Quarter 1983 £ million	First Quarter 1982 £ million	Year 1982 £ million
Turnover	£423.0	£343.8	£1,513.3
Cost of sales	355.1	281.3	1,246.1
Gross profit	67.9	62.5	267.2
Distribution costs and administrative expenses	25.0	19.4	93.4
Other operating income	42.9	43.1	173.8
Interest payable	51.9	50.6	208.2
Profit on ordinary activities before taxation	47.9	43.7	185.2
Taxation on profit on ordinary activities	22.4	21.9	79.4
Profit on ordinary activities after taxation	25.5	21.8	105.8
Foreign exchange fluctuations	(0.3)	(1.7)	(1.7)
Net profit	£ 25.2	£ 20.1	£ 104.1
Cash flow from operations	£ 37.1	£ 33.3	£ 158.6
Earnings per share	20.9p	17.8p	91.9p

Principal translation and conversion exchange rates used by the Group are:

	31st March 1983	31st March 1982	31st December 1982
£1 equals US\$	1.48	1.78	1.62
£1 equals Can.\$	1.83	2.19	1.99

Operating results	First Quarter 1983	First Quarter 1982
Sales of oil (barrels per day)	182,500	186,100
Oil refined (barrels per day)	81,600	91,700
Oil produced (barrels per day)	9,400	9,600
Gas produced (thousands of cubic feet per day)	182,700	184,400
Gross wells drilled	31	50
Oil and gas wells completed (in which the Group has varying interests)	23	25



# Ultramar

Morgan House, 1 Angel Court London EC2R 7AU

For a copy of the full Review of Group Financial Results and Operations for the Three Months to 31st March 1983 please complete and return the coupon to the Company Secretary at the above address.

Name \_\_\_\_\_

Address \_\_\_\_\_

## Seagram UK chief wins seat on main board

Mr Robert Hermans, managing director of Seagram (UK), has been appointed a director of Seagram Distillers, the holding company for all Seagram's operations in the United Kingdom.

Mrs Diane Brown, the Chemical Industries Association environment executive, has been elected chairman of the Society of Chemical Industry's Water and Environment Group. She is the first woman to chair this group and will serve for two years.

Mr P. G. Cazale has been appointed a non-executive director of the De La Rue Company. Mr Cazale is marketing director of The British Petroleum Company and a non-executive director of Peninsula & Oriental Steam Navigation Company.

Mr Norman Hawkins, Cadbury sales director, becomes commercial director in the UK.

## Base Lending Rates

ABN Bank	10 %
Barclays	10 %
BCCI	10 %
Consolidated Crds	10 %
C. Hoare & Co	10 %
Lloyds Bank	10 %
Midland Bank	10 %
Nat Westminster	10 %
TSB	10 %
Williams & Glyn's	10 %

## Granville & Co Limited.

(Formerly M. J. H. Nightingale & Co. Limited)  
27/28 Lovat Lane, London EC8R 8EB Telephone 01-621 1212

### The Over-the-Counter Market

High	Low	Company	Price	Chg	Old Price	%	P/E	Yield
142	130	Ass Brit Ind Crd	134	-	64	48	7.2	10.2
158	117	Ass Brit Ind Crd	151	-	100	66	-	-
74	57	Aspang Group	62	-	61	98	17.7	17.7
46	29	Armstrong & Rhodes	29	-	43	148	3.5	5.7
327	197	Bardon Hill	327	-	114	3.5	13.7	17.3
148	100	CCL (11.0% Conv Pref	148	-	157	10.6	-	-
270	210	Cindico Group	210	-	176	8.4	-	-
86	48	Deborah Services	48	-	60	12.5	3.2	8.6
97 1/2	77	Frank Horrell	96	-	87	9.2	10.5	11.3
96	75 1/2	Frank Horrell Pr Ord 57	94 1/2	-	71	11.3	3.9	6.2
83	61	Frederick Parker	62	-	-	-	-	-
55	34	George Blair	34	-	-	-	-	-
100	74	Ind Prec Castings	76	-	73	9.6	9.7	12.3
170	100	Isis Covr Pref	170	-	157	9.2	-	-
147	94	Jackson Group	147	-	75	5.1	4.5	8.4
223	111	James Burroughs	223	-	96	4.3	16.3	16.1
280	148	Robert Jenkins	148	-	201	13.6	1.6	26.8
83	54	Scrivens "A"	67	-	47	8.5	8.7	10.5
167	112	Todday & Curline	112	-	114	10.2	5.0	8.6
30	21	Unilock Holdings	26	-	0.46	1.8	-	-
85	64	Walter Alexander	68	-	64	9.4	4.9	7.0
270	214	W.S. Yates	265	-	171	6.5	4.1	8.5

Prices now available on Prestel, page 68146

Aberdeen victorious at the last



From Stuart Jones, Aberdeen's manager, at the final whistle... Aberdeen 2 Real Madrid 1

And after Scots, but few could have expected them to start so sensationally. The "wee man" responsible was Strachan...

deflected into the path of Black, who prodded home his fourth goal in the competition.

crossing towards Weir and trying a shot, he succeeded only in lifting his effort gently over the bar.

Relegation worries are eased

Burnley's 2-1 defeat of Queens Park Rangers at Turf Moor and Middlesbrough's 2-0 victory over Crystal Palace at Selhurst Park has intensified the second division relegation battle...

Liverpool fillip for Robson

If Bobby Robson was beginning to feel that picking a cricket team to tour Australia was a simple task compared to finding a football side to go there, his brooding was lessened a little yesterday...

appearance for the London club at Villa Park on Saturday.

Ironically, he probably had his best game for Arsenal on Tuesday night at West Ham, where he played a major part in Arsenal's victory.

Daley Thompson is still confident of winning the decathlon title at the World Championships in Helsinki in August, despite a back injury that has caused him to miss eight weeks' winter training.

Table with columns for First division, Second division, and Third division, listing teams and scores.

Cunningham's Cup Final chance

Now that Steve Coppell has finally lost his struggle for fitness the way is open for either Ashley Grimes or Laurie Cunningham to make an unexpected Cup Final appearance.

Grimes could claim the place. Earlier this season as deputy for Arnold Muhren on the left side of midfield and in recent games he has replaced Albiston at left-back.

Although United's injury problems appear to be easing, McQueen, Wilkins, Mathers and Albiston have not been troubled by injuries in recent weeks.

CRICKET: Frank Collier, the Hertfordshire wicketkeeper, has taken over from David Bailey of Cambridgeshire as captain of the Minor Counties.

POOL PROMOTERS ASSOCIATION CERTIFIED PPA DIVIDENDS FOR MATCHES PLAYED MAY 7th

Table of pool winners and dividends for various pool games.

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The fall of Clerc was music to Borowiak

Jeff Borowiak, aged 33, who ranks 95th in the world, beat Jose Luis Clerc, ranked eighth, by 7-5, 6-4 to reach the last 16 of the singles in the German championships here yesterday.

Clutching the trophy, Borowiak said something of a philosopher: it is good for occasional results that upset the odds; and Clerc was unusually vulnerable because, this year, his games had temporarily lost its zest.

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FOR THE RECORD

AMERICAN LEAGUE Detroit Tigers 4, Oakland Athletics 3, Boston Red Sox 3, Toronto Blue Jays 2, New York Yankees 2, Texas Rangers 2, Minnesota Twins 2, California Angels 1, Houston Astros 1, San Diego Padres 1, Los Angeles Dodgers 1, Chicago Cubs 1, San Francisco Giants 1.

BASEBALL: American League Detroit Tigers 4, Oakland Athletics 3, Boston Red Sox 3, Toronto Blue Jays 2, New York Yankees 2, Texas Rangers 2, Minnesota Twins 2, California Angels 1, Houston Astros 1, San Diego Padres 1, Los Angeles Dodgers 1, Chicago Cubs 1, San Francisco Giants 1.

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Pont 100 starts Essex recovery

Essex recovered from a first innings deficit to defeat Lancashire at Chelmsford yesterday.

Last night's result

Derby County are to receive nearly £100,000 in sponsorship next season.

IN BRIEF

Thompson will not back down: Daley Thompson is still confident of winning the decathlon title.

CRICKET

Worcestershire: With its first innings wicket in hand, Worcester scored 329 runs against Somerset.

BRILLIANT CENTURY BY KING FOR WORCESTER

Collis King, the West Indian batsman whom Worcestershire have invited to play the gap left by Glenn Turner, made the best possible beginning yesterday.

LYNCH ADDS A LITTLE SUNSHINE

At the Oval, Surrey have scored 170 for 4 wickets.

QUICK BLOWS TO DERBY

CHESTERFIELD: Derbyshire have scored 51 for two wickets in their first innings against Lancashire.

OXFORDMAN CARRIES BAT

Oxford University's opening batsman Richard Ellis, who will rejoin Middlesex after the universities match, carried his bat for 103 against Glamorgan.

Two players with something to prove

Northamptonshire: Northamptonshire have scored 198 for two wickets in their first innings against Gloucestershire.

BRILLIANT CENTURY BY KING FOR WORCESTER

Collis King, the West Indian batsman whom Worcestershire have invited to play the gap left by Glenn Turner, made the best possible beginning yesterday.

LYNCH ADDS A LITTLE SUNSHINE

At the Oval, Surrey have scored 170 for 4 wickets.

QUICK BLOWS TO DERBY

CHESTERFIELD: Derbyshire have scored 51 for two wickets in their first innings against Lancashire.

OXFORDMAN CARRIES BAT

Oxford University's opening batsman Richard Ellis, who will rejoin Middlesex after the universities match, carried his bat for 103 against Glamorgan.

INCENTIVE FOR ENGLAND PLAYERS

Ian Botham and David Gower, the two certain England selections, will pick up £8,400 each in appearance money alone this summer.

NO PLAY YESTERDAY

Gloucestershire v Somerset: Gloucestershire v Somerset, Gloucestershire v Somerset.

SECOND XI COMPETITION

Taunton v Haverhill, Taunton v Haverhill, Taunton v Haverhill.

Advertisement for a local business or event.







La crème de la crème

Royal Postgraduate Medical School (University of London) DEPARTMENT SECRETARY

LEGAL WORLD (Rec Case) SENIOR PARTNER TO £20,000

Multi-Lingual Services If you are interested in Import/Export, Shipping, Banking, or Sales Administration

The Middlesex Hospital Medical School, W1 INSTITUTE OF NUCLEAR MEDICINE

ADMIN SEC c. £8,000 Someone with good secretarial skills and organising ability

MARKET RESEARCH £7,400 Our client, a busy and successful Market Research Consultant

APPEALS ASSISTANT Bright young secretary needed for busy Appeals Department of major national charity

JUNIOR SECS IN ADVERTISING Two excellent cottage leave/2nd jobber positions

Susan Beck PERSONNEL/RECRUITING Experience and the British environment

Appointments Public

ROYAL NATIONAL INSTITUTE FOR THE BLIND

Director-General

RNIB, founded 1868, the largest voluntary organisation caring for Britain's 130,000 blind people

UNITED MEDICAL SCHOOLS OF GUY'S AND ST. THOMAS'S HOSPITALS UNDER SECRETARY

Applications are invited from suitably experienced administrators, preferably aged between 35 and 45 years

Super Secretaries

Receptionist EXPANDING EUROPEAN BANK c. £5,200 p.a.

AUDIO SECRETARY To Sales Director, WC1

Immediate start, minimum 2 1/2 years experience, salary £5,000 - £6,000 p.a. No Agencies.

SENIOR SECRETARY

required by medium-sized Lloyds insurance brokers to work for two directors in the UK company

Typist/Receptionist required for small Covent Garden advertising agency

RECEPTIONIST £6,500 A vibrant, mature receptionist with a good telephone manner

RECEPTIONIST/TELEPHONIST Small Kensington advertising agency needs an efficient receptionist/telephonist

SKI CLUB OF GREAT BRITAIN PA to Club Secretary required immediately to work in good, friendly organisation

SECRETARY/PA For M.D. of a large financial institution

P.A. SECRETARY Experienced former head of a large public relations department

SECRETARY/FACTORY Required by a large manufacturing company

EXPERIENCED SECRETARY required for two directors of historical and architectural interest

RESPONSIBLE SECRETARY/PA to a senior manager in a large company

TO £20,000. Senior Sec with multi. some S/N and W/P full time

MEDICAL SECRETARY required to run busy hospital practice

USE YOUR GERMAN up to £20,000. Our client an international business

PREPARED SECRETARY, highly organised, efficient, with excellent written and verbal communication skills

CHARITABLE ACCOUNTANT with 2 years experience in the voluntary sector

SHOWING W/1. Experienced bookkeeper wanted for busy retail company

HORIZONS

No moves without money

Richard Stokes discusses the problems of moving to a job

Before Mrs Thatcher became Prime Minister, governments of both major parties believed in taking jobs to the people

MARKETPLACE

In a new monthly column Philip Schofield looks at job vacancies

The British recruitment market is showing clear signs of gradual recovery

Appointments General

UNITED NATIONS, NEW YORK ENGLISH TRANSLATORS/PRECIS WRITERS

working from French and Arabic

A competitive examination for the recruitment of ENGLISH translators/precis writers will be held on 4 and 5 August, 1983

SURVEYORS APPOINTMENTS CONSULTANCY

are looking for a JUNIOR CONSULTANT

to join their small specialist team operating an appointments service for the surveying profession

HEALTH/FITNESS

Newly formed international health and fitness company based in USA, have exciting management opportunity to offer

Engineering Manager Food Processing

H.C.C. Tinsley & Son Ltd., a private farming and food processing business in South Lincolnshire requires an engineering manager for their factories.

The position includes responsibility for the site engineering function with emphasis on plant and machinery maintenance, innovation, involvement in capital projects

RESIDENTIAL NEGOTIATOR

Young and expanding firm of West London estate agents seeks an experienced and enthusiastic Residential Sales Negotiator

WHICH CAREER SUITS BEST?

Professional Guidance and Assessment for all ages. 15-24 yrs. Careers, Careers 25-34 yrs. Progress, Careers 35-44 yrs. Review, 2nd Career

EDITOR

Required for top quality free magazine, less than 100,000 circulation

ACCOUNTS CLERK/ASSISTANT

Required for interesting position in a well established company

GRADUATES

Are invited to apply for vacancies arising as a result of expansion within a small but established financial group

INFORMATION TECHNOLOGY

Director of Social Security Operational Strategy

-from £28,000 (under review)

In terms of both scale, and potential impact on a Society, this is probably the most challenging post currently available in Information Technology

At present, around 24 million people are in receipt of one or more of the 40 benefits available: 1,200 million payments are made each year with benefit expenditure totalling £27 billion

Exhibitions Executive

International exhibition contractor requires ambitious executive with senior management potential

The National Farmers' Union JUNIOR ECONOMIST

The NFU seeks to Junior Economist to join a small team in its Economics Division to help forecast volume and value of output

Foreign Affairs Analyst

Position available for person qualified to summarise and analyse world events and write daily reports and analyses on international affairs

SIXTHS, MARRIAGES, DEATHS and IN MEMORIAM (2.25 a line unless stated otherwise)

WANTED: WIMBLEDON SEATS WANTED

HOLIDAYS AND VILLAS: Greek Islands of CORFU

PERSONAL COLUMNS: MAY HOLIDAY BARGAINS

SHORT LETS: THE BOLTONS SW19

PUBLIC NOTICES: COUNTY COMMISSIONERS

CONTRACTS AND TENDERS: BARNES COUNCIL

BIRTHS: AN STRUTHER GOUGH

ANNOUNCEMENTS: IMPERIAL CANCER RESEARCH FUND

HOLIDAYS AND VILLAS: PILGRIM-AIR

PERSONAL COLUMNS: CORFU OR ZANTE MAY BREAKS

SHORT LETS: WINKWORTH & CO

PUBLIC NOTICES: EDUCATIONAL

CONTRACTS AND TENDERS: ROYAL COLLEGE OF ART

BIRTHS: GROCKETT

ANNOUNCEMENTS: FORTY YEARS AGO

HOLIDAYS AND VILLAS: ALSTRALASIA AND WORLD WIDE

PERSONAL COLUMNS: CORFU MAY 1983

SHORT LETS: CHELSEA EMBANKMENT

PUBLIC NOTICES: PROMOTION PUBLICITY

CONTRACTS AND TENDERS: PA AUDIO SECRETARY

BIRTHS: MARRIAGES

ANNOUNCEMENTS: ST. FRANCIS COLLEGE

HOLIDAYS AND VILLAS: UP, UP AND AWAY

PERSONAL COLUMNS: CHELSEA COURT SW3

SHORT LETS: CHELSEA EMBANKMENT

PUBLIC NOTICES: TEMPING TIMES

CONTRACTS AND TENDERS: NON-SECRETARIAL APPOINTMENTS

BIRTHS: DEATHS

ANNOUNCEMENTS: HOLIDAYS AND VILLAS

HOLIDAYS AND VILLAS: GREECE 1983

PERSONAL COLUMNS: CHELSEA COURT SW3

SHORT LETS: CHELSEA EMBANKMENT

PUBLIC NOTICES: TEMPING TIMES

CONTRACTS AND TENDERS: NON-SECRETARIAL APPOINTMENTS

BIRTHS: DEATHS

ANNOUNCEMENTS: HOLIDAYS AND VILLAS

HOLIDAYS AND VILLAS: GREECE 1983

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Spink Buy War Models, Early Summer Specials, City Living At Its Best, URGENT REQUIREMENTS, RESISTA CARPETS, Money-saving flights

Super Secretaries also on page 33. Receptionist e.s.500, Royal College of Art, PA AUDIO SECRETARY, AARDVARK SECRETARIAL AGENCY, PART TIME VACANCIES, TELEPHONIST/RECEPTIONIST, EXECUTIVE TEMPS, OPERA & BALLET, To advertise in The Times or Sunday Times please telephone 01-837 3311 or 3333

Today's television and radio programmes

Edited by Peter Davalle

BBC 1
6.00 Corfax AM. You do not need a special set to be able to receive this service that gives news digests, as well as traffic, sport and weather information.
6.30 Breakfast Times: Nick Ross and Frank Boughey in the presenter's. The items include news at 6.30, 7.00, 7.30, 8.00 and 8.30; regional news at 6.45, 7.15, 7.45 and 8.15; Sport at 6.42, 7.18 and 8.18; Keep fit at 6.45 and 7.00; Today's papers (7.30 and 8.30); tonight's TV (between 7.15 and 7.30); Bob Ferns's America (between 7.45 and 8.00); Close-down at 8.00.

TV-am
6.00 Daybreak. Followed, at 6.30 by Good Morning Britain (presented by Lynda Berry and Nick Owen). Includes news at 6.00, 6.15, 6.30, 7.00, 7.30, 8.00, 8.30, 9.00 and 9.10; Cut at 6.37; Morning papers at 6.33 and 8.33; Sport at 6.40 and 7.30; Pop slot at 6.30; Television at 7.50; Guest celebrity at 8.30; Style by Jury, at 8.45; Baby Talk at 9.05. Close-down at 9.15.

TV/LONDON
9.30 For Schools: Wear birds, 8.47 East: Maths, 10.04 Science Fiction; 10.21 Sex education; 10.38 Patterns; 11.01 Picture Box; 11.08 Countryside clues; 11.36 Computers in Industry.
12.00 Gammon and Spinach (repeated at 4.00); 12.10 Get up and Go with Beryl Reid (12.10) and The News: Dramatic news from Terry.
1.00 News from ITN: 1.20 Thames area news; 1.30 Crown Court: We learn the verdict in the case of the alleged rape attempt on a beauty contest winner (12.10).

BBC 2
6.05 Open University (until 8.10). Maths; 6.30 Electronics; 8.55 Pathways in the Brain; 7.20 England is the Place for Me; 7.45 The Objector.
11.00 Play School: Judy Whitehead's story The Sea Indian (also on BBC 1 at 5.55); Close-down at 11.25.
5.10 Handicapped in the Community: How two young children have learned to cope with mental handicap.
5.40 Second Sight: The Thompson 'twirl' in a concert recorded at the Royal Theatre, in Hitchin (11.25).

CHANNEL 4
5.00 Tennis that Counts: Adrian Stonebridge's tennis course ends with advice on how to take one's own play strokes effectively by keeping a sharp eye on the vital moment when the ball bounces.
5.30 Countdown: Kenneth Williams's role of referee in this words and numbers game is taken over this week by author and scriptwriter Giles Brandstetter. Introducing the programme, as usual, is Richard Whitley.
6.00 The Good Food Show: Monthly programme, from HTV, with the cookery writer and restaurateur Prue Leith; 28 Weeks (looking at marketing techniques); and Clive Gurnall (an unusual British favourite). Watch it before you buy a new sausage.
6.30 Golf Smart: Secret service spot, from the United States, starring Don Adams, who is called in tonight after an attempt to assassinate CONTROL's chief fails.
7.00 Channel Four News: Followed at 7.50, by Comment, which tonight is from Louisa Service, a senior magistrate and company chairman. Plus weather prospects.

CHOICE
Radio highlights: The soprano Felicity Lott, best becoming the darling of the critics (you need no more than read the notices of the current Covent Garden production of The Cenci to realise this), sings works by Schumann, Wolf, Debussy and Berlioz in today's live concert from Bristol (Radio 3 1.05pm) . . . And there is another chance to hear Arnold Weaster's play CARITAS (Radio 3, 8.00pm), which explores, in two levels, the impact of the Church on some diverse 14th century figures. They are Christine Carpenter, who threw up everything to embrace the religious life, and the riotous adherents of Walt Tyler to whom the religious establishment were anathema.

Radio 2
5.00am Play, 10.00 Young People, 12.00am Music, 12.30am Poetry and Drama, 11.55 Village Schools.
Radio 3
6.55 Weather.
7.00 News.
7.05 Morning Concert: Mendelssohn, Falla (Fantasia barocca), Tchaikovsky, Dvorak (Serenade in D minor), records.
8.05 Morning Concert (continued): Telemann, C.P.E. Bach, Kodaly (Dances from Marossziget); records.
8.00 News.
8.05 This Week's Composer: Lennox Berkeley; records (includes Horn Trio Op. 44).

Radio 4
6.00 News Briefing.
6.05 Shipping Forecast.
6.30 Today, including 6.45 Prayer for the Day, 6.55, 7.55 Weather, 8.00, 8.30 Today's News, 7.55, 8.25 Sport, 7.30, 8.00 News Headlines, 7.45 Thought for the Day, 8.25 Yesterday's Parliament; 8.57 Weather.
8.00 News.
8.05 Checkpoint: Investigation into letanars' problems of unfair dealings and injustices.
8.30 The Archers.
8.35 Brain of Britain 1983.
7.00 News.
7.05 The Archers.
7.20 Concert Prelude.
7.30 Purlini and Handel Part 1. Includes Purlini's Trio-Sonata no 3 in A minor.
7.55 Any Answers?
8.15 Purlini and Handel's Violin Concerto, 12.10, 13.17.
8.05 Fields of Gold. A documentary about oil seed rape.
8.25 Weather.
8.29 News.
10.00 The World Tonight.
11.00 A Book at Bedtime: The Handmaid by Margaret Atwood (9).
11.15 The Financial World Tonight.
11.30 News.
12.00 News.
12.15am-12.30am Shipping Forecast: Inshore ENGLAND VHF with above except 8.25am-8.30 Weather; Transatlantic 8.05-8.15 For Schools; 8.25-8.30 Spelling and Punctuation; 8.45-9.00 Cook and Speak; 9.15-9.30 The Book of the Week; 9.35-9.55 Reading Music; 11.05 in the News; 11.30 Music Interlude.
9.25-9.55 Reading Music.
9.55-10.15 The Book of the Week.
9.55-10.15 The Book of the Week.
9.55-10.15 The Book of the Week.

ROYAL OPERA HOUSE, COVENT GARDEN
6.30, 8.00, 9.30, 11.00.
SADLER'S WELLS ROYAL BALLET
7.30, 8.30, 9.30, 11.00.
CONCERTS
BARNHAM HALL, Barnham, Suffolk
7.30, 8.00, 8.30, 9.00, 9.30, 10.00, 10.30, 11.00.
TOM PAULINE COLLINS
7.30, 8.00, 8.30, 9.00, 9.30, 10.00, 10.30, 11.00.
THEATRES
A CREDNY CARD REFUSAL
7.30, 8.00, 8.30, 9.00, 9.30, 10.00, 10.30, 11.00.

ROYAL COURT
6.00, 7.30, 9.00, 10.30.
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ROYAL OPERA HOUSE, COVENT GARDEN
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